

The Daily GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XII. No. 14.

MILWAUKEE, WIS., JUNE 24, 1904.

IF PAID IN ADVANCE,
ONE DOLLAR PER YEAR.

To-Day



EVERY DEALER WILL BE REQUIRED TO ENJOY HIMSELF.

THE DAILY GRAIN DEALERS JOURNAL

Published during this meeting, is free to regular subscribers. Others can get it by subscribing for the semi-monthly Grain Dealers Journal, which is published on the 10th and 25th of each month for \$1 per year. You can not afford to try to do a grain business without it. Subscribe today.

GRAIN DEALERS JOURNAL, 255 La Salle St., Chicago, Ill.

MILWAUKEE ELEVATOR CO.

GENERAL GRAIN DEALERS

MALTING BARLEY
DISTILLERS RYE
MILLING WHEAT
KILN DRIED CORN
NATURAL CORN
CLIPPED OATS
NATURAL OATS
MILL FEEDS

Are you getting our daily card prices? They may be had for the asking, and may often be servicable. Write us and your name will be put on our quoting list.

MILWAUKEE, WISCONSIN

W. H. BARTLETT.
F. P. FRAZIER.
C. B. PIERCE.
J. P. GRIER.

W. T. CARRINGTON.
G. W. PATTEN.
J. A. PATTEN.
H. J. PATTEN.

MEMBERS OF
New York Stock Exchange. New Orleans Cotton Exchange.
New York Produce Exchange. Liverpool Corn Trade Ass'n.
New York Coffee Exchange. St. Louis Merchants Exchange.
New York Cotton Exchange. Milwaukee Chamber of Commerce.
Chicago Board of Trade. Minneapolis Chamber of Commerce.
Chicago Stock Exchange. Duluth Board of Trade.

Bartlett, Frazier & Carrington,

STOCKS, BONDS, GRAIN, PROVISIONS, COFFEE AND COTTON.

Chicago.

Minneapolis.

Buffalo.

New York.

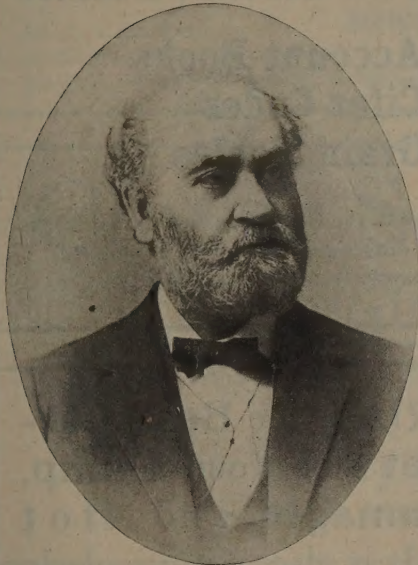
Milwaukee, Herman Building, Wm. C. Duell, Mgr.

PRIVATE WIRES.

ESTABLISHED 1865

L. EVERINGHAM & Co.
Suite 80, Board of Trade, Chicago
Commission Merchants

Consignments and Orders for Futures
Solicited.



Mr. Everingham
will be glad to
greet his many
old friends at the
meeting and make
new ones.

"Do Not Forget."

Milwaukee
Office,
17 Chamber of
Commerce

**Peavey Grain
Company**



**WAREHOUSEMEN
RECEIVERS AND SHIPPERS
COMMISSION
GRAIN AND PROVISIONS**

Orders Executed in all Markets.

MEMBERS:

Chicago Board of Trade, St. Louis Merchants Exchange, Minne-
apolis Chamber of Commerce, Kansas City Board of Trade,
Duluth Chamber of Commerce, New York Produce Exchange.

Office, 79 Board of Trade,
CHICAGO

LONG DIST. PHONE HARRISON 400

ESTABLISHED 1852

T. D. RANDALL & COMPANY

**Commission Merchants
HAY AND GRAIN**

92 BOARD OF TRADE BUILDING

T. D. Randall
C. H. Randall
H. L. Randall

Chicago

WRITE US FOR TRI-WEEKLY QUOTATIONS

Gerstenberg & Co.
**COMMISSION
MERCHANTS
CHICAGO**

Personal Attention Given to Selling
Grain and Seeds by Sample

BARLEY A SPECIALTY

Orders for Future Delivery Solicited
TRY US AND YOU WILL BE WELL PLEASED

Few have all they need
_____ and _____

None have all they want

We are of the NONE

We Want Your Trade

THOMAS BENNETT & Co.

68 Board of Trade
Chicago

Solicit your consignments and
orders in futures.

W. R. MUMFORD CO.

**RECEIVERS—SHIPPERS—COMMISSION
Grain, Seed, Hay, Flour, Millfeed**

Order in FUTURES Executed in all Markets
LIBERAL ADVANCES ON CONSIGNMENTS
Members of the Different Boards of Trade

CHICAGO, 428-430 Rialto Building
MINNEAPOLIS, 79 Chamber of Commerce
ST. LOUIS, 301 Chamber of Commerce
Offices also at Kansas City and Milwaukee

W. H. MERRITT & CO.
Grain Buyers & Shippers
 CORRESPONDENCE SOLICITED.
 87 Board of Trade, CHICAGO, ILL.

E. L. WELCH & CO.
 Minneapolis, Minn.
GRAIN.
 Consignments and Correspondence Solicited.
 Liberal Advances. Prompt Returns.
 DULUTH CHICAGO MILWAUKEE

Columbus Grain & Elevator Co.,
 Columbus, Ohio.
Oats a Specialty.
 Correspondence Solicited.
 Proprietor of Columbus Transfer Elevator.

YOUR INTERESTS
 in the
CHICAGO MARKET
 Will receive most careful attention if placed with us. TRY IT.
W. F. JOHNSON & Co.
 59 Board of Trade
CONSIGNMENTS SOLICITED
 Orders for Future Delivery Promptly Executed.

BOOKS FOR GRAIN DEALERS

Account Books
Cifer Codes
Grain Tables

can be examined at the Grain Dealers Journal booth.
 Leave your orders and books will be shipped
 promptly from Chicago office.

A. G. TYNG.

D. D. HALL.

TYNG, HALL & CO.
 Grain and
 Commission **Merchants**

Rooms 33 and 35
 CHAMBER OF COMMERCE
 PEORIA, ILL.

Ernst-Davis Grain Co.

Orders for Grain for future delivery
 executed in any market. Consign-
 ments given special attention. . . .

Members Kansas City Board of Trade, Chica-
 go Board of Trade and St. Louis Merchants
 Exchange. : : : : : : : :

KANSAS CITY, MO.

PEORIA is the Best Mar-
 ket for your Damp,
 Damaged and Hot
 Corn. It is also a particularly
 good market for **Choice Rye**
 and **Winter Wheat**, and for
 all sorts of **Corn, Oats and Rye**.
 If you want service backed up
 by **Experience, Responsi-**
bility and Hard Work, then
 ship to

P. B. & C. C. MILES

Grain Commission Merchants

PEORIA, ILL.

Established 1875.

Van Tassell Grain Co.
GRAIN MERCHANTS

PEORIA,

:

ILLINOIS

ESTABLISHED 1864.

I. H. LOWRY & CO.,

Grain Commission Merchants

64 Mitchell Building

BRANCH HOUSES:

62 Wheeler Bldg., Chicago, Ill.

821-22-23 Chamber of Commerce, Minneapolis.

MILWAUKEE, WIS.

Clover Seed

OUR SPECIALTY

Also Track Buyers of Grain

Crabbs & Reynolds

Crawfordsville, Ind.

CHAS. R. LULL

43-44 Chamber of Commerce Bldg.

MILWAUKEE

SHIPPER OF

GRAIN

Flour and Feed

Will make track bids on all kinds of grain
and solicit samples and correspondence

Choice Milling Wheat a Specialty

J. R. MARFIELD, Pres.

WM. GRIFFITHS, Vice-Pres.

C. D. TEARSE, Sec'y-Treas.

Marfield-Griffiths Co.

GRAIN COMMISSION

511 New Chamber of Commerce Building

MINNEAPOLIS, MINN.

DULUTH

CHICAGO

MILWAUKEE

Correspondence Solicited

E. W. BAILEY & CO.

Commission Merchants

GRAIN, SEEDS and PROVISIONS

72 BOARD OF TRADE

CHICAGO

We are represented at this meeting by our Mr. A. E. Wood, who would be pleased to meet all regular grain dealers.

F. E. WINANS

GRAIN and FIELD

SEEDS

COMMISSION MERCHANTS

6 Sherman Street, CHICAGO

Timothy Seed a Specialty

Barley, Oats, Wheat, Corn, Rye, Timothy,
Clover, Flax, Hungarian Millet.

Wm. H. Lake

Jno. A. Rogers

Edw. P. McKenna

Telephone 2242 Harrison

W. H. LAKE & CO.

RECEIVERS AND SHIPPERS

We Solicit Your Consignments and Orders in Futures

Members:

Chicago Stock Exchange
Chicago Board of Trade
New York Produce Exchange
St. Louis Merchants Exchange
Milwaukee Chamber of Commerce

6 and 8 SHERMAN ST.,

Chicago**H. H. FREEMAN & CO.**

Commission Merchants

GRAIN, HAY, STRAW

66 BOARD OF TRADE, CHICAGO

MEMBERS: Chicago Board of Trade
National Hay Association

Market Reports Furnished on Application

REFERENCES: Dan and Bradstreet Commercial Agencies
Fort Dearborn National Bank

L. R. FYFE

L. H. MANSON

Fyfe & Manson & Co.

GRAIN & PROVISIONS.

Stocks, Bonds, Coffee, Cotton

54-56 Board of Trade Bldg., Chicago
Minneapolis—St. Louis—Milwaukee

H. M. Paynter in charge of Cash Grain Department.

Stock Orders executed on New York Stock Exchange over private wires.

Members Chicago Board of Trade, Milwaukee Chamber of Commerce.

The *Post* or *Journal*, containing our Daily Market Letter, in which appears Chicago Board of Trade continuous quotations from the opening to the close of business, will be sent free upon application.

COME AND SEE US, ROOM 254 THE PLANKINTON.

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
Chicago, Ill.

CHARLES S. CLARK, Manager.

Subscription Rates

To United States, Canada and Mexico
One Year \$1.50; Six Months 75 cents; Single
Copies 10 cents.

To Foreign Countries within the Postal
Union, postage prepaid, \$2.00 per year.

A Red Wrapper on your Journal means
your subscription has expired.

Advertising Rates

furnished on application. The advertising
value of the Grain Dealers Journal as a
medium for reaching the grain dealers and
elevator men of the country is unquestioned.
The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

MILWAUKEE, WIS., JUNE 24, 1904.

THE ladies were not given time to get
lonesome at this convention.

ED. CULVER was called home by a ser-
ious case of scarlet fever in his family.

THE RAILROADS brought the dealers
from Des Moines territory for \$6+25 cts.

OUR boy Solomon's chunks of wisdom
are being distributed carefully by John
C. Kelley. Get a chunk.

CHRIS EGLY was so annoyed by the
picture of the hay lady that he hired a
bell boy to turn it to the wall.

A LATE dispatch from C. nox is to
the effect that he had to stay at home
to put out a bonfire in the basement of
the Toledo Produce Exchange building.

LOST—One leather bound copy of Rob-
inson's Revised Cipher Code. Finder will
please leave at the Grain Dealers' Jour-
nal booth or with any of its representa-
tives.

NOW for a long pull and a strong pull,
and a pull altogether for the advance-
ment of Ass'n work. Let each strive to
help establish a new high record for suc-
cessful co-operation.

JOHN KELLER of C. A. King & Co.
and Fred Mayer of J. F. Zahm & Co. en-
tertained in their parlor, 213. Refresh-
ments and cigars for the gentlemen and
flowers for the ladies.

MUCH praise is due Mr. Reynolds for
the manful manner in which he sacrificed
his ambition for the sake of harmony in
the Ass'n. He is entitled to the new de-
gree of Doctor of Harmony.

S. S. TANNER was ill in bed yester-
day, but so many ladies called to ask as to
his condition and to condole with him
that he was braced up. Fortunately he
brought a good nurse with him.

THOSE who witnessed the frightful run
of the fire engines to the Chamber of Com-

merce this morning were badly scared un-
til they learned that it was called out
merely to pump out a basement bucket-
shop.

CARNATIONS were presented to all
the ladies each day, and cigars to the men,
by Rosenbaum Bros., who were ably rep-
resented by M. L. Vehon, E. C. Butz and
F. D. Stevers. The firm's badge was in
demand.

THE LADIES noticed how much hap-
pier the men were last night. As the
smoke of battle cleared away the haggard,
down-in-the-mouth look disappeared from
their faces. Their strenuous struggle was
at an end.

A LADY was heard to declare that Mr.
John C. Keller of C. A. King & Co., was
just "too sweet for anything." The ladies
were presented by Mr. Keller with pound
boxes of candy. They all declare that this
is a fine method of advertising Kings.

100 LADIES accompanied the grain
dealers to this meeting. A goodly num-
ber for a beginning. Be sure to bring
yours next time. She will be glad to
come if you will but send her copies of
the Daily Journal, so she can learn of the
many attentions shown those who came
to this convention.

A PATENT grain door invented by W.
L. Shiess of South Chicago, Ill., was ex-
hibited in the headquarters. In the
lower part of the door is an iron slide,
which, when raised, permits enough of
the grain to flow out to relieve the pres-
sure. The door is then slid up and swung
back on upper hinges.

The Promenade Concert.

The promenade concert and reception in
the Chamber of Commerce trading room
last evening was the first opportunity the
delegates had to be with their wives in
the many receptions tendered. All the
local grain men and their wives were pres-
ent to receive the guests.

Clauder's Orchestra alternated with the
Lyric Glee Club, composed of thirty men,
in rendering musical numbers. The fea-
ture of the evening was The Grain Deal-
ers March, by Kirby Talmadge and dedi-
cated to the Chamber of Commerce.

The music was very pretty and by the
compliments of the Reception Committee
everyone present was presented with a
copy upon leaving. Mr. Talmadge was
called to the platform and Mr. W. M.
Bell presented him with a bouquet of
flowers, the gift of the Ladies' Reception
Committee.

The orchestra rendered several lively
airs, and many couples started to dance.
This was a signal for everyone, and soon
50 couples were floating around the pil-
lars and over the grain pits.

On the top floor Ware & Leland enter-
tained with assistance of two colored boys
who played on guitar and mandolin, and
sang lively songs. Orange punch was
served.

L. Bartlett & Son Co. were entertaining
large parties of ladies and gentlemen dur-
ing the evening. Bert Ellsworth certainly
knows how to make claret punch.

Al Booth "kept open house," and was
at the door to welcome guests and friends.
His punch was of a brand that found im-
mediate favor with his Chicago friends.
Ladies among his guests were given car-
nations.

DO NOT miss the boat ride.

BE SUNNY to-day, even if you do get
seasick.

BE ON HAND at 2 p. m. sharp if you
desire a ride on the lake.

NO RAG chewing will be permitted at
this morning's session. Cut it out.

THE DUTCH lunch was originally in-
tended for men, but maybe the ladies will
be admitted.

ONLY the ladies go to Whitefish Bay
this morning. The men will be expected
to remain and work.

WHENEVER you see a Journal repre-
sentative with a camera insist upon hav-
ing your fotograf taken.

THE Second Vice-President has been a
member of the Nat'l Ass'n ever since its
beginning, and one of its staunchest sup-
porters in the days when his kind was
scarce.

The election of a Nebraskan for Presi-
dent, the joining of the Central Granaries
Co., and the withdrawal from the Nebras-
ka Ass'n of Minneapolis line companies, all
will have a tendency to mellow the rad-
icals who have unreasonably opposed the
affiliation of the Nebraska Ass'n with the
Nat'l Ass'n these many years.

The Ladies' Drive and Dinner.

The ladies of Milwaukee have proved
themselves excellent hostesses and have
spared no trouble in giving the wives of
visiting grain dealers a delightful time.

Yesterday at 10:30 twenty-five carriages
stopped at the Plankinton Hotel for the
ladies and took them for a long drive
about Milwaukee.

They viewed the lake front with its
beautiful parks and residences and then
drove to the Old Soldiers' Home, situated
in the heart of a park planned by Dame
Nature.

The drive homeward was on Grand ave-
nue, where all the palatial homes were
pointed out by the hostesses, one of whom
rode in each carriage.

The ladies had an opportunity to be-
come acquainted and to realize that Mil-
waukee is one of the jewels in the crown
of the West.

Ninety-eight ladies took the drive and
each declared that she should attend all
the Grain Dealers Conventions hereafter.

There is also a promise among them
to cook their husbands his favorite dish
on their return home.

At 1:30 the carriages stopped at the
Pfister Hotel, where a dinner of six
courses was served.

After thanking the hostesses for their
splendid entertainment the ladies re-
turned to their hotels to prepare for the
promenade concert at the Chamber of
Commerce.

Mr. Woodman of Rosenbaum Bros. pre-
sented the ladies with pink carnations as
they were starting on their carriage ride.

Many Grain Dealers wanted to "go
too."

C. A. King & Co. and J. F. Zahm &
Co. presented the ladies with beautiful red
peonies. They did not explain which com-
pany presented the stem and which the
blossom, but as ladies say they "adore
long stems" we fear each will be fighting
for the former honor.

The hostesses at the carriage drive and
banquet were Mesdames S. W. Talmadge,
John Buerger, A. K. Taylor, J. H. Critten-
den, C. W. L. Kassuba, M. G. Rankin, C.
R. Lull, J. A. Mander, B. G. Ellsworth,
Geo. H. D. Johnson, J. W. Johnson, J. W.
Bass, Robert Krull, C. A. Chapin, Clark
Fagg, H. F. Frank, John Kern, F. J. Kipp,
Frank Knowles, C. C. Rogers.

Thursday Morning Session.

The President: The convention will please come to order. Gentlemen, you heard the report of the Committee on Credentials last evening, and the discussion as to the construction of a particular part of the by-laws. We will now hear the report of the Committee appointed to decide as to the interpretation of a particular part of the by-laws. Mr. King, are you ready?

Mr. King: Mr. President, Gentlemen of the Convention: (Reads the following):

Report of Committee on Vote of Affiliated Members.

Your committee appointed for the purpose of reporting on the question of the vote the affiliated members are entitled to under the present reading of the Constitution and By-Laws would respectfully report:

That upon careful investigation we find that each of the three members, Mr. Chambers, Mr. Clark and Mr. Stibbens, who have each been the Secretary of this Association, are positive in the declaration that in the adoption of the Constitution and By-Laws it was the intention that each member of an affiliated association should be entitled to a vote in the proceedings of the Association, that the delegate system of representation was adopted for affiliated associations in order that the large membership of the state and local associations could have a voice in the proceedings without the expense of so large a number being required to attend the meetings and at the same time not be deprived of a vote in the business of the Association; that at all times when the roll has been heretofore called, the delegates from the affiliated associations have been permitted to cast the full vote of the membership in good standing in the Association.

After a further examination of the Constitution and By-Laws we conclude that the wording thereof entitles the delegates to such vote.

Because of what we are firmly convinced was the intention of the Association at the time the Constitution and By-Laws were adopted, because such is the established procedure and because in our opinion the definition of the vote to be allowed so means, we are of the opinion that the delegates from the affiliated associations are entitled to cast the full vote of the membership in good standing in their respective association, and we recommend that the report of the Committee on Credentials should be modified to accord that right.

Inasmuch as there is a difference of opinion in regard to the construction of the wording of the By-Laws on this question, it may be well to have a committee review the matter for the purpose of making the wording and intention to be stated more clearly.

JAY A. KING,
J. W. SNYDER,
M. F. DUNLAP.

The President: Gentlemen, what action do you desire?

Mr. Brown: I move its adoption. (Seconded.)

The President: Moved and seconded that the report of the Committee be adopted. Are you ready for the question?

(Motion carried.)

The President: The question now before the house is that the report of the Credentials Committee be referred back to the Credentials Committee, with instructions to make the necessary changes. Are you ready for the question?

Mr. King: The motion as made was that they be so instructed to modify the report so that the delegates from affiliated associations should be entitled to cast the vote of the whole of the Association.

The President: Your words are a little more definite, but my intention was the same. Are you ready for the question?

Seconded and carried.

The President: The Credentials Commit-

tee will be able to take this matter up so that they can give us a report, if necessary, in five or ten minutes.

The President: I was in hopes we would have a larger attendance here this morning to hear the report from the Arbitration Committee, but time is moving along rapidly and it will be necessary for me to call on the chairman of that committee, Mr. King, for his report. Gentlemen, I desire close attention paid to this report, as this committee represents one of the principal, if not the principal committee in the organization, and it will show you what is being done in the matter of arbitrating matters that would, perhaps, cause legal complications.

Mr. King read the following report:

Report of Committee on Arbitration.

During the time since the annual meeting in October, 1903, eight cases were submitted to and decided by this committee, having title and amount involved as follows:

C. E. Rose, Nashville, Tenn., vs. J. C. Robb, Kingfisher, Okla.....	\$131.50
Richardson & Co., Chicago, vs. Taylor Grain Co., Topeka, Kan.....	530.63
Blue Grass Commission Co., Lexington, Ky., vs. Connor Bros. & Co., St. Louis, Mo.....	302.50
Owen Hurd & Sons, Walton, Ind., vs. John R. Gray & Co., Indianapolis, Ind.....	28.00
Appealed from Indiana Grain Dealers' Association.	
T. B. Jones & Co., Memphis, Tenn., vs. Henderson Elevator Co., Henderson, Ky.....	283.62
E. R. & D. C. Kolp vs. E. H. Linzee.....	100.00
Appealed from Oklahoma Grain Dealers' Association.	
Chicago Grain & Elevator Co., Des Moines, Ia., vs. H. L. Halliday Milling Co., Cairo, Ill.....	700.00
John R. Bray & Co., Indianapolis, Ind., vs. The Bassett Grain Co., Indianapolis, Ind.....	151.97
Appealed from Indiana Grain Dealers' Association.	

In the consideration of each case submitted to us, it has been the purpose of the committee to arrive at a conclusion warranted by the evidence, and in accord with the established rules of the trade, and the legal rights of the parties in interest.

In writing the several opinions, the committee endeavored to give the reasons for the conclusions reached and the awards made, believing that such information might result in benefit to the trade.

Knowledge of the application likely to be made by the Committee on Arbitration, of certain rules and customs of the grain trade, might cause some to avoid the mistake of unintentionally violating those rules or customs, and when such mistake is made, might be the means of an amicable adjustment of the differences without unnecessary expense to either party.

We did not presume to fully satisfy all concerned, because the opposite parties to a case view the matter involved in an entirely different light, or there would be no dispute.

However, we hope that the decisions made by the committee on the matters submitted have been such as to inspire confidence in the integrity and good intentions of its members.

In some of the cases submitted for arbitration, the parties have not filled the evidence complete, and on some points in the case have not furnished any evidence.

At the meetings of the committee the members are away from home and subject to considerable expense, so that for the good of the Association, all cases submitted should be as well arranged for the convenience of the committee as possible.

Aside from that, the law on arbitration is that only what is submitted may be considered by the arbitrators, and if any part of the case is not supported by competent evidence, the committee would have no authority to render any award on that part of the case. If the committee should, in any case, award to either party something that had not been claimed, or should award what is claimed without evidence to support the claim, and

not admitted by the other party, the courts would set aside the award if called upon to pass on it.

That being the law, it is readily apparent that two things are very essential in preparing a case for arbitration:

First, to state fully what is claimed, and second, to supply competent evidence to establish each point of the claim.

As has been before said, this committee does not regard it to be right or advisable to render a decision of compromise for the purpose of causing one party to feel better or the other party to be less out of humor.

The decision should be made with due regard to the rights of the parties under the law—the established rules of the trade—and the evidence.

For the information of those who may desire to submit matters for arbitration, and for the purpose of having the case properly prepared and the rights of each party to the case protected, the committee suggests a careful compliance with the following stated directions:

In preparing either side of a case for submission, the party will be expected to furnish:

1. A concise and clear statement of all that is claimed.

2. The contract or contracts, if any, including all written evidence, letters and telegrams, tending to establish the terms and conditions.

This contract is the basis of most of the cases in dispute between grain dealers, and special care should be exercised to establish the terms and conditions of it in the preparation of a case for arbitration.

An offer by one party by wire or mail to buy or sell and the acceptance of the offer by the other party, may constitute the contract. The confirmation of the contract may be essential in determining what the agreement was, and should always be included.

It is all important that the contract, when there is one, should be clearly and definitely established.

3. Shipping directions, if any.

4. Bills of lading, if any.

5. Inspection certificate, if any, from point of shipment.

6. Inspection certificate, if any, from point of destination.

7. Freight expense bills, if any dispute regarding freight paid.

8. Confirmation of railroad rates when that question enters into the case.

9. Authority for freight rate, when difference of rate is involved.

10. Proof of market difference when there is any probability of the market difference affecting the rights of the parties to the case, either because of discount for grades, delay in shipment, or non-fulfillment of contract.

The proof of market difference should be the price bulletin of the market to which the grain in question was shipped or intended to be shipped, of the date on which the price is to be established; but in case it is necessary to establish such difference in a market where no price bulletin is regularly issued, affidavits by disinterested persons should be furnished.

11. Evidence for plaintiff in duplicate.

12. Evidence for defendant in duplicate.

13. Evidence in rebuttal in duplicate.

14. Arrange all evidence in chronological order, so that a clear history of the case can readily be obtained.

Tie all papers securely together to avoid loss.

15. When the original papers concerning the case cannot be supplied, and copies are substituted, a statement should be made under oath that the original papers are lost or beyond the control of the party offering copies as evidence, and that the copies so offered are true copies.

On cases that come to this committee on an appeal from the decision of the affiliated association, the secretary of such Association is requested to see that such opinion has been properly issued, and giving full particulars as to award made.

A careful observance of these requirements will add largely to the preparation of a case in the proper manner, and will be of material benefit in protecting the rights of either party.

It may not be out of place at this time to call your attention briefly to the question of the expense of arbitration.

While it is true in the transaction of the business required to be done, this committee has used the greatest economy of time possible, being away from home, and in order to save expense, it is also true that the amounts paid to the Association by litigants on account of arbitration, would not be sufficient to meet the actual expenses incurred by the members of the committee if they had been reimbursed for such outlay.

Some of the cases have been passed around to the members of the committee for review, for the reason that the amount is taken into account in this connection.

The passing of the cases around to the individual members of the committee for an

opinion is an unsatisfactory and unreliable way of obtaining the decision.

The committee should be called together for the consideration of most of the cases submitted.

Since October this committee has had one meeting at which several cases were decided.

The total amount received by the Association from the several cases then considered, was not sufficient to defray the actual necessary outlay by the members of the committee for that meeting and defray the incidental expenses of printing, telegrams, etc.

The question is, do the members desire that the litigants shall pay the entire expense of arbitration, or is it the intention that a portion of the cost may be paid out of the general funds of the Association?

If the members of the Association prefer that the parties in interest defray the entire expense of arbitration, your committee would suggest that Section 1 of Rule VI be modified so that instead of as now, a fixed amount is to be deposited by each party, the amount to be so deposited with the Secretary be made larger in such cases as the amount involved is larger.

The amount to be deposited to cover the expense might in fairness be graduated so that the minimum amount would be as now provided, for cases of \$100 or under, and as the amount involved would be more than that sum, the amount to be deposited could be moderately increased proportionately.

As it is probable that no one wants to make the business of arbitration a source of revenue to the Association, due care should be used in making such change. If it is done, not to increase the amount required to be paid in to a greater sum than will seem to be required to defray the actual cost of the work.

Vice-President Snyder is called to the chair by the President.

Vice-President: Gentlemen, you have heard the report of your Committee on Arbitration. What is your pleasure?

B. A. Lockwood: I move that it be adopted.

Motion being duly seconded, was carried.

Vice-President: The next on the program is an address by Mr. John B. Daish of Washington, D. C. Many of you have had the pleasure of hearing Mr. Daish on several interesting subjects, and I am sure he needs no further introduction.

Mr. Daish was greeted with applause and spoke as follows:

Congressional Work.

I have to make the following report as commissioner of your Association at Washington since my appointment by your president about Feb. 1 last. You will doubtless recall that previous to the time mentioned the National Board of Trade, of which this Association is a member, maintained at Washington a resident commissioner for the purpose of indicating to congress the wishes, feelings and desires of the grain trade in connection with pending legislation. By reason of a change in the National Board of Trade, there has been no commissioner at Washington for that organization since its last annual meeting, and your president asked if I would act as commissioner for the Grain Dealers' National Association, and I consented to do so.

During the six months in which I have acted in that capacity a number of matters have occupied my attention. Among them, the bill introduced by Senator Foraker, which provided in short to take the sting out of both the interstate commerce and the Sherman anti-trust act. This was proposed to be accomplished by exempting all import and export shipments from the application of the two acts referred to; to make the violations of the anti-trust act or of the anti-railway pooling provisions of the interstate commerce act depend upon the decision of a court, whether or not the contract, agreement or pool was in fact in reasonable restraint of trade. At present the acts provide that if the contract, agreement, combination or pool exist, it is a violation of the statute. Again, the purpose of the bill was to exempt all violators from punishment by fine or imprisonment. This bill was effectually opposed for manifest reasons, and it failed of passage.

Particular attention was paid to senate bill 4396 concerning receipts and bills of lading issued by common carriers engaged in interstate commerce. This bill was introduced by Senator Elkins, and a similar bill was introduced in the house by Representative Hepburn. The bill apparently provided for the legislation which should legalize the conditions usually stipulated with respect to order

shipments. This bill was opposed for the following reasons:

(a) The matter is entirely one of contract between the shipper and his assigns and the carrier.

(b) Being a civil matter, there ought to be no criminal statute on the subject, and a penalty for failure to enforce it.

(c) There are no reasons urged why the matter should receive legislation, as the contract takes care of itself.

(d) If the matter of bills of lading in interstate commerce is to receive legislation, it should be by a bill defining the rights of all parties, original and subsequent, and providing for a bill of lading uniform in all interstate trade, because in all likelihood it would require that any claim for loss or damage arising under such bill of lading after passage of the act would be suable in United States courts.

(e) For the further reason that on lake or rail shipments while the goods are billed to Buffalo or other points, care of rail carrier, the bill of lading is held as collateral at ultimate destination. In this connection your commissioner has had correspondence and conferences with and at the request of Mr. Frank J. Firth, chairman uniform bill of lading committee, Philadelphia, Pa., and Mr. F. D. Howell, claim agent, Pennsylvania railroad, and also with several large shippers and with the banking interests.

Comparatively little attention has been paid to the dozen or more bills introduced in the house and senate during the present session for the amendment of the interstate commerce act, for the reason that it did not seem possible or probable (and subsequent history has verified the prediction) that any interstate commerce legislation would be enacted at the present session.

Some attention has been paid to the matter of so-called reciprocal demurrage and your commissioner has kept himself advised as far as possible on legislation, rules of railway commissions, suits and conferences of business men on this subject. It is one well worthy of consideration, particularly as the constitutionality of the most stringent existing reciprocal demurrage rules has been sustained by the Supreme court of the state of Virginia.

Your commissioner has been in frequent conference with the officials of the agricultural department and the department of commerce and labor, much to the benefit of both your Association and the government. The officials frequently desire to know changes that are taking place in the growth of agricultural products, method of shipment and methods of doing business.

Some attention was paid to the McCumber bill providing for the national inspection of grain. No hearings were asked for or held on this bill, for the reason that its proposer stated that he did not expect it to pass at the last session, and for the further reason that it had already received consideration at the hands of the commercial bodies of several cities. In this connection, it is interesting to note the speech made by Senator McCumber March 30 last, wherein he gives credit to your Association and similar organizations for opposing the passage of the act. His speech is replete with "I am informed," "I understand" and similar expressions. It seems to be largely as those of you who have read it will recall, an objection to the inspection at Minneapolis, Duluth and West Superior, of wheat grown in the Dakotas and Minnesota. Failing to have what the senator would consider honest inspection of these goods now under state management, he proposes to secure honesty of inspection and uniformity of grading under machinery to be furnished by the federal secretary of agriculture. The sophistry of his argument is plain and can be seen by one even slightly familiar with the business. That reforms may be needed in certain localities I am in no position to dispute, but when one attempts to revolutionize a system honored by decades, simply because it has its faults at certain places, and still further proposes to create a political machine with plenary powers, he certainly reaches the pinnacle of paternalism in government. The senator's speech would indicate that some of his own grain had not been graded as high as he thought it should, and if this is the reason for the proposed enactment of this statute it will need no comment from me. I am quite confident that the parties who are favoring this measure are not as conversant with the subject as they might be, and I believe it to be your duty at the proper time and place to present such facts in this connection as will forever silence demands of this character.

It was proposed that on Feb. 1 last, there should be adopted by all carriers in official classification territory a so-called "new uniform bill of lading" which should be more uniform in many respects than the one previously in use. The proposed bill of lading ap-

peals strongly for some of its requirements and equally strong ought some of its requirements be opposed. It is provided, for example, that they should be written either with ink or indelible pencil. It is proposed, however, to require that the shipper should sign the conditions limiting the common law liability of the carrier, thereby creating a special contract by which the shipper would be bound. It is possible that through the influence of your Association and kindred organizations, some changes will be made in the proposed bill of lading, for its adoption has been postponed until October next.

I can not close my report without expressing to you the necessity of having your interests carefully guarded at all times. Daily questions arise which affect the transportation of the commodities in which you deal in greater or less degree, and you must remember that nearly 70,000,000 tons of grain move yearly, and that you sell and forward it. It is your duty to favor or disapprove propositions which would be of advantage or disadvantage to you. It is also the duty of some one to notify the 150 commercial organizations of this country of matters which affect trade interests in general. By this means the commercial world is kept in touch with proposed changes and as well given an opportunity to advance by aiding or opposing, as the case may be, the commercial interests of this country.

Vice-President Snyder: The few words which I spoke in introducing Mr. Daish, and especially after the talk which he has given us, no further remarks are required.

Vice-President Snyder: The next number on the program is Report of the Grain Car Equipment Committee, by Mr. H. A. Foss of Chicago. Mr. Foss needs no further introduction. We all know him. (Applause.)

Mr. Foss read the following:

Report of the Car Equipment Committee.

Mr. President and Gentlemen:

The Car Equipment Committee, appointed in accordance with the resolutions passed by the Grain Dealers' National Association, October 8th, 1903, at its meeting in Minneapolis, respectfully submits to you, as its first report, the following:

The work of the committee involves, first, a careful examination of the present conditions of grain cars, with respect to safety in transporting grain; second, investigation to determine what is the best equipment for the inside of a grain car; and third, persistent efforts with the co-operation of railroad officials, to bring cars up to such an ideal standard.

For the sake of needed information, members of the committee at Chicago, visited the various yards and terminal unloading points there. By examination of the condition of grain cars, the committee found that a comparatively large percentage of the cars unloaded arrived at the elevators with the sheathings loose and bulging, thereby allowing grain to leak between the sheathings and the sills, a condition clearly warranting the ground taken by your committee, that special attention should be paid to this matter by railroads and grain shippers. Again, the committee found leaks through grain doors, only less numerous than those between sheathings and sills, and found them often more serious in loss of grain. When car doors are opened, the defective grain doors are commonly found to be bulging; sometimes the entire door, sometimes a single board in the door, showing that the door was made too weak. This bulging condition, too, results not only in the loss of grain, but frequently, too, the loss of the door as well, for in general it may be stated that all grain doors which are heavily nailed or bulging, are mutilated at unloading points by the rough usage required to open such doors.

On the other hand, the problem of discovering the ideal interior equipment for grain cars is a very difficult one. Your committee handled it with some vigor and in this was heartily assisted by the grain journals, which printed our requests for suggestions and models. The results, however, are disappointing, for although the committee has received many models of grain doors and one of duck cloth for car lining, yet there was little merit in the models received, except in a few minor points. Furthermore, the railroads are not agreed as to their policy in the use of a grain door, whether it shall be a permanent or temporary affair; nor are they entirely to blame for not providing expensive patent grain doors for the reason that the treatment afforded them at loading and unloading points frequently results in their being good for only one trip. These grain doors, although provided with mechanism to secure them in place, are often nailed so firmly to the door post

that it becomes necessary to chop them out, thus making it too expensive for the railroads to maintain them. No later than June 14th, the chairman of your committee saw an instance of this on a grain door belonging to I. C. car 45360 on its initial trip. This patent door was made with a supplemental door for the purpose of releasing the pressure of the grain so as to enable the unloader to open the door without mutilating it, and although it was equipped with mechanism to hold it in place, the shipper had fastened it to the door post with 20-penny spikes, necessitating the mutilation of a brand new door. It is on this account that many roads are discarding entirely the idea of the patent grain door and putting in its place the cheapest temporary door possible. The committee, therefore, without being able to describe the methods by which the ideal standard shall be secured, must be content to state that standard as consisting of a grain box as firm and rigid as to stand the necessary jolting without leaking, and provided with doors so thick as not to bulge or break under pressure of the grain against them.

Knowing then how grain cars actually arrive at elevators, and how they ought to arrive, your committee has been in a position to do some effective work with the railroads, though the time for such activities has been reduced three months by the change of our annual meeting from October to June. The committee secured a meeting on April 11th last, with a committee from the General Superintendents' Association, representing the railroads, especially appointed to meet with us, and we were informed by them that on account of facts furnished by this committee, the members of their association had instructed their car inspectors to make a more rigid inspection with a view to weeding out of the grain service the faulty and decrepit cars and repairing and overhauling all cars that needed attention. As evidence of the general attitude of the railroads in regard to care of grain cars your committee submits the following extracts from letters sent to it from the General Superintendents' Association.

"Since receipt of your letter our grain carrying cars have been thoroughly inspected, and any defects found have been repaired before furnishing cars for loading. Have few if any complaints from shippers on account of condition of equipment. Do not think it practicable at this time to construct cars of steel for grain shipments or with continuous steel linings."

"Are doing everything possible to keep grain cars in proper condition, but not going into any particular or specified movement along the line different from the regular one."

"Original letter was turned over to the Superintendent of Motive Power, and instructions were sent to all inspectors to keep close watch to avoid leakage of grain. Agents have also been instructed to select cars for grain loading. Beyond this no further action has been taken."

"We endeavor to supply equipment for handling grain which is suitable for that service and in case shippers take exceptions to cars that are placed for loading grain, we have them inspected and necessary repairs to the cars made."

"All our cars will be equipped hereafter with grain doors made of one-inch yellow pine, seven feet long, which should be strong enough to carry load and prevent leakage. All cars passing through shops are inspected and repairs to bodies and roofs made to insure their being in first-class condition for grain service."

"The matter was taken up vigorously and rigid instructions issued to make thorough inspection, and any defects found were remedied."

"Have gone to considerable expense to reinforce our steel underframed cars to prevent bulging, etc., and think we have effectually overcome the trouble. As to grain doors, are making test at present, and enclose blue print showing temporary doors, which calls for 1 1/2-inch stuff, 21 inches high and 6 feet 6 inches long, with reinforcing board of 1-inch stuff nailed across the top."

From the fact that the railroads have given such orders, the committee finds assurance that shippers will be benefited during this present season as a result of your resolutions. Nevertheless, no one appreciates more than do we the fact that the wasting of grain on account of leaky cars can be but partially prevented by such inspection as is mentioned above and the resulting repairs. A study of bad order records for grain cars shows that the normal efforts of the railroad companies by inspection and repairs still leaves an abnormally large number of leaky cars arriving at terminal points. The conclusion, therefore, must be that the construction is faulty. Our purpose is to prevent loss of grain in transit, and as one step in the direction of devising methods by which to make the present car a safe carrier, your committee decided to make a proposition to co-operate with the committee from the General Superintendents' Association, in experiments on the value of steel linings in cars already built

and now in service, as stated in the following letter to R. H. Aishton, Chairman, Chicago:

"Since the appointment of this committee at the Grain Dealers' National Association meeting last October, the members here have made personal examinations of cars in several yards at terminals to determine what improvements could be suggested in doors and equipment generally, and we believe that the conscientious co-operation by the railroad companies with this association, will accomplish much to improve cars and car doors and make the problem of transportation a much more satisfactory proposition, not only to the railroads themselves, but also to the shippers of the property."

"In the construction of freight cars, it would seem that their value as grain carriers had been overlooked; therefore, we believe, in planning new cars, that more thought should be given to this end. It is our belief that if the builders of cars were to make an inspection of the grain yards and see the conditions there, that they would construct a car entirely different to that now in the service."

"Of course, it is not to be expected that the railroads will retire all the old cars from commission, even if an adequate car were invented; therefore, in order that the present shipper may reap some of the benefits of improved conditions, my committee feels that the railroads should do all in their power to make the cars now in use as safe as the conditions will possibly allow."

"Our investigation prompts us to suggest that a steel lining in many of the cars that would otherwise be now useless, would eliminate practically all loss in transit, excepting such as come from defective grain doors and leaks at grain doors. To demonstrate the efficiency of such a lining, this committee, in behalf of the Grain Dealers' National Association, are ready and willing to stand half the expense of equipping a sufficient number of cars to prove its utility and effectiveness. Such cars to be used between Chicago and such shipping points as have first-class weighing facilities carrying grain to Chicago and returning with other freight."

"Respectfully yours,

"H. A. FOSS, Chairman."

After consideration of this proposition, the committee from the Superintendents' Association asked that we take the matter up with the Master Car Builders at their June meeting at Saratoga, as the superintendents felt that the experiment in steel linings did not come within the scope of their jurisdiction. This your committee found for several reasons, could not be done, but has formulated plans for future action, which it considers more advisable to follow."

In laboring with the railroad companies, your committee has found a further field of possible usefulness, which, at first thought, does not seem to belong to the matter of car equipment. It is to be remembered, however, that our purpose is to secure cars suitably equipped for the transportation of grain, under which head the following discussion will prove entirely germane."

Grain leakage is directly affected by the car supply; it is only when the operating department is pinched for cars that it orders out all the old veterans and ancient wrecks which had been practically retired from the grain service, and in the demand for cars at such times, the need of repairs is apparently a secondary consideration. During a car famine, the belief is general that an insufficient number of cars is the sole cause when, as a matter of fact, there are times (either through the lack of power or good management) when some roads are unable to handle the cars they have. In any case, the result is the same to the shipper. If a car famine be due to lack of motive power, perhaps nothing can be done but exercise great patience; but if it is due merely to mismanagement, there is opportunity for the work of an evangelist. That the shortage of cars is often due, either to the lack of motive power or mismanagement, rather than an insufficient car supply. I quote you the following extract from a railroad man, whom the chairman of your committee knows has had a successful record of making the most of what he had to do with.

"As a general proposition, railroads have had sufficient equipment to accommodate all business offered if cars were handled promptly; in other words, the principal cause of apparent shortage of equipment is due largely to cars being delayed by reason of shortage of motive power and lack of facilities; to illustrate to you more clearly will say that a railroad has recently come under by observation which, up to within the last year or two, when the present administration took charge, was badly congested each year, particularly during the period of heavy business, and there were many delays to freight on account of apparent shortage of equipment, also on account of congestion of traffic which naturally resulted in many complaints. There has been no increase in equipment, and notwithstanding the fact that during the past year business on that railway was unprecedented (for several months showing an in-

crease of 25 to 50 per cent. on some of the heaviest divisions) there was no congestion and there were plenty of cars to take care of the business."

"Sometimes, as you have no doubt observed, congestions or blockades occur on railroads by reason of facilities and motive power not being properly handled, or in other words, somebody's head gets 'blocked.'"

As to whether or not the increase in the grain car equipment has kept pace with the increase in mileage will say that according to the best information we can get from railroad men, it has considerably exceeded the increase in railroad mileage but the increase in the car equipment has not kept pace with the increase in tonnage and is decidedly below the tonnage offered."

Respectfully submitted,

THE CAR EQUIPMENT COMMITTEE,

H. A. FOSS, Chairman.

President Grimes: You have heard the report of the Grain Car Equipment Committee. What will you do with it?

A. F. Brenner: I move that the report of the Committee be accepted and the thanks of this Ass'n be extended to this Committee for their very able effort.

President Grimes: There are a good many things that might be said on this subject. If you will pardon the chair, I will make a few remarks. Chicago deserves a vote of thanks for the work done by Mr. Foss. There has been more agitation on his part since I have been connected with the Grain Dealers Nat'l Ass'n, than by anyone else connected with the trade in this matter of car equipment. Mr. Foss has worked daily to benefit the grain car equipment so that the grain shippers of this country can get cars to handle their grain. He being Weighmaster of Chicago is familiar with the situation as he has explained. He has traveled all over this country and used every possible effort to get others interested in order to accomplish his end and I believe I can safely say and without fear of contradiction that he has done more towards benefitting you in this respect than anyone, or even any hundred members put together. I think he deserves the commendation of every member of this Ass'n.

The Transportation Committee will meet in Room 241.

Mr. Grimes then read a letter received from Sec'y Glenn of the Illinois Shippers Ass'n, requesting that the Nat'l Ass'n appoint delegates to the meeting of representatives of various shippers' associations in Chicago June 28, to consider the adoption of a uniform bill of lading by the railroads, and said: I have appointed on that committee Mr. I. P. Rumsey, J. B. Daish and W. N. Eckhardt. These gentlemen were appointed, two of them because they were located in Chicago and would save traveling expenses to the Ass'n, and because they were the best possible qualified to serve on that committee, and Mr. Daish being the General Counsel of the Ass'n, I desire to have the convention ratify this appointment if they will.

Mr. King: A very determined effort is being made to adopt this uniform bill of lading and unless the shippers are represented there I think it will be very one-sided and I move that the committee be endorsed by the convention.

The motion was seconded and carried.

J. W. McCord made the following report for the Committee on Credentials: Acting under instructions from the Ass'n, through a special committee as to the number of votes entitled to be cast by each affiliated ass'n, we, your committee beg leave to amend their first report as follows; subject to verification from the records of the Sec'y of the Nat'l Ass'n: Ohio 292 votes, 15 delegates; Indiana 281 votes, 15 delegates; Illinois 621 votes, 32 delegates;

Kansas 255 votes, 13 delegates; Wisconsin 60 votes, 3 delegates; N. D. 30 votes, 2 delegates; Texas 136 votes, 7 delegates; Michigan 51 votes, 3 delegates; Iowa 413 votes, 21 delegates; Grain Dealers Union of S. W. Iowa and N. W. Mo., 160 votes and 8 delegates; So. Minn. and S. D. Ass'n 236 votes, 12 delegates; Okla. and Indian Territories 150 votes, 8 delegates; Buffalo 23 votes, 2 delegates; New England Ass'n 148 votes, 8 delegates. Total, 2,856 votes, 149 delegates.

Upon motion the report of the committee was adopted.

President Grimes: Immediately after Mr. Burk's report we will invite the gentlemen from the different cities who want the association to meet there next year to talk to us, giving us the advantages or disadvantages of their respective cities for taking care of the meeting. I also want to say that we will take up the matter of time and place for holding the next annual meeting, so that there will not be any chance for future dispute as to the time and place of holding the annual meeting.

Mr. Rumsey: If you will permit me at this time, I would like to move that the committee of three just appointed by the chair be made up of five instead of three and the two added shall be our President, Mr. Grimes, and Mr. Lockwood of Des Moines, Ia.

Mr. Hubbard seconded the motion, which was carried.

Chairman Burks of the Trade Rules Committee read the following report of that committee and recommended its adoption, together with the recommendations of the committee:

Trade Rules.

Your committee in presenting this report appreciates the fact that the Trade Rules should embody the prevailing customs of the trade, and in preparing new rules and in modifying those already adopted have kept this idea in mind. It has not been our purpose to adopt unnecessary rules but to add only those germane to the trade.

It has been our experience and observation that the majority of cases submitted to this committee as well as to the Arbitration Committee, have arisen through ignorance or non-observance of these Trade Rules, and we believe that a wider dissemination and closer observance of these rules by the trade at large will prevent many complications and causes of differences.

We recommend that the Secretary have these rules published in convenient form, and that a copy be sent to each member of this and affiliated associations as well. We further recommend that these Trade Rules be adopted by each and every affiliated association, and would recommend that the Secretary of this Association take up the matter of such adoption with secretaries of affiliated associations as well as with similar associations not yet affiliated.

We further recommend that our sister committee, that of arbitration, base their decisions as closely as possible upon these rules.

Referring to Mr. G. A. Wells's favor of June 6th, reading as follows:

"In my work as chairman of the Advisory Committee of the National Association, I find that the commission houses and buyers in terminal markets do not always send weight certificates and condition of car reports to the shipper when rendering account sales or statement of settlement. I suppose you are aware of the fact that the Advisory Committee have been doing considerable work during the past year, in encouraging the establishment of Board of Trade supervision of weights at terminal markets, and that such supervision of weights systematically make record of physical condition of cars and seal records of all cars weighed by them that such report accompany the weight certificate. In fact, at St. Louis the form of the condition of car reports is made on the back of the weight certificate.

"Commission houses and terminal dealers in certain markets have a habit of forwarding cars to local destination points and making returns on the weights rendered them by the local parties where weights have no standing or authority whatever, and it is these weights that are so frequently short with shippers, and shippers are protesting against allowing shipments going to these destination

points, but in face of these protests the commission houses, desiring to take care of their customers, allow the cars to go forward and intentionally neglect to send the shipper any weight certificate whatever with the account sales. It would seem to me that it is nothing more than right that a shipper should have a statement of weights and that will show positively where the grain was weighed, and whether by an official weigher or under the supervision of a Board of Trade, or by some local party. It would seem to me that a trade rule should be made to require bidders and receivers to send to the shippers with returns of sales weight certificates and report on the condition of each car sold by them.

"Another thing that I find is being done by commission houses is that there are firms in certain markets who have local customers, particularly millers, who place with them orders for wheat. These commission houses sell the wheat on their own account to the millers and purchase the wheat consigned to themselves. There are certain houses that do this, and there are other houses that will not do it, and it is certainly very plain that a commission house cannot sell grain to itself and establish the market value on that grain. In other words, I do not believe that it is right for a commission house to purchase grain that has been consigned to itself in order to supply trade that they are selling to direct. In fact, there are commission houses who do not properly draw the lines between a legitimate commission business and their own private purchases and sales. And this I believe is absolutely necessary if the shipper is always to have the proper treatment in a terminal market. I offer this suggestion as suitable for a trade rule.

"Another point that I find is that commission houses have a habit of bunching sales of cars. For instance, they will have on the table samples of ten cars of oats varying in quality. A bidder comes along and makes an offer on the whole bunch at one price per bushel, and thus the sale is made, and when it comes to settlement with the different shippers of these ten cars of oats, the commission house, if he does justly by the shippers, must necessarily use his own judgment in fixing prices. I would be glad to have you give this proposition some consideration."

Beg leave to refer the gentleman to Rule No. 22, which we have recommended being adopted.

Referring to the second paragraph of this communication concerning the manner in which commission houses handle grain which is consigned to them, and also to the third paragraph calling attention to their methods of bunching cars in sale, beg leave to advise that your committee feels that these are matters over which your Trade Rules Committee has no authority and should be referred to the various exchanges whose members practice such methods of handling consignments.

We, your Committee on Trade Rules, beg leave to report that we have had presented for our consideration the following questions, and in turn passed upon each case as follows:

Question submitted by the H. L. Halliday Milling Co., of Calro, Ill.:

"Beg to advise that your rules as now printed stipulates under one head that the seller shall give due notice of failure to fill contract and ask for disposition. Under another head you have a rule which stipulates that the buyer shall notify seller to the same effect as the above rule cited. In other words the rules, as we interpret them, place the same obligation on both parties, and we believe should any controversy arise over same that it will be found that both parties are relieved of the obligation and your rules are null and void."

Opinion of Trade Rules Committee:

"Referring to your favor with reference to Trade Rules beg leave to state that it is the opinion of the majority of your Trade Rules Committee that Rule No. 4 does not make Rule No. 20 null and void. That Rule No. 4 makes it incumbent upon the seller of grain to advise the purchaser of the probable deficit, so that the purchaser can either extend time or protect himself by purchasing in the open market as his contracts may demand. If the shipper does not comply with this rule it is simply an omission of a duty and if it works a hardship on the receiver he should be accountable for same.

"On the other hand, Rule No. 20 provides that it shall be the duty of the purchaser of the grain whether he will extend the time of shipment, or buy in for the seller's account the unfilled portion, and that failing to so advise it will be understood by both parties that the time has been extended five days, and it would follow that the same rule would apply at the expiration of each succeeding five days until the contract had been filled or cancelled. Your committee does not feel that either rule makes the other null and void.

Question submitted by Mr. Geo. A. Wells, Des Moines, Ia.:

"Has a track bidder the right to apply off grade grain without consulting the shipper?"

Opinion of Trade Rules Committee:

"Referring to your inquiry as to whether track bidders have the right to apply off grade grain without consulting the shipper, beg leave to advise it is the opinion of the majority of your Trade Rules Committee that receivers should notify sellers upon the arrival of cars off grading and give them the discount at which they could accept this grain on contract. Should the card bid, however, specify the discount that should apply on such low grades it would not be necessary, however, for the receiver to give such notice. In case the shipper does not feel like accepting the discount mentioned it will then be optional with the receiver as to whether he applies another car in its stead, unless, however, the contract time be not up, in which case the shipper would have the privilege of retiling the sale."

The following was submitted by M. G. Rankin & Co., of Milwaukee, Wis.:

"A shipment is not made on contract time. When it is finally made the invoice is sent to the buyer. He advises by mail that he will not accept the shipment. Has the buyer the right to cancel an order after the shipment has been made? If he has the right to cancel an order upon receipt of the invoice, has he the right to wait a week or ten days and then cancel? This information will be of considerable value to us and we trust you will be able to furnish it."

Opinion of Trade Rules Committee:

"Referring to your favor of March 11th, 1906. The chairman of the Trade Rules Committee begs leave to call your special attention to Rule No. 4, page 59, in the Blue Book of the grain trade, a copy of which you should have in hand, wherein it is provided that when a seller finds that he will not be able to fill a sale within contract time, it shall be his duty to advise the purchaser by mail, wire or 'phone, etc. The seller in this case seems to have overlooked this rule. However, by referring to Rule No. 20 you will note it is incumbent on the purchaser to cancel the sale of grain and feed stuff by wire the day contract expires in case he cannot accept same if shipped after contract time. This rule further provides: 'Failure to so advise it will be understood by both parties that the time is extended five days.' It can be but understood that the same rule should follow each five days until the sale has either been filled or cancelled. So that a receiver should receive and apply grain or mill feed on contract at original price, if as to grade, if he has not protected himself by cancelling contract as provided in Rule No. 20. The Committee on Trade Rules concur in this opinion."

We beg leave to advise that while the various members of this committee have been located in different parts of the grain belt, that each of these questions have been submitted by the chairman to the various members by mail, and their replies being returned to the chairman, and he making a report which has in turn been mailed to the firm submitting question. We regret, however, that there has been no provision for publishing the reports of this committee, and earnestly recommend that your directory provide some means for keeping the members of the Association advised of the action of your Trade Rules Committee during the coming year.

We beg leave to recommend the adoption of the following rule:

No. 22. It shall be the duty of track buyers, receivers and millers and consumers of grain in terminal markets to furnish sellers of grain sold on track, basis destination weights and grades, certificates of grades of the market for which the grain was sold, also sworn certificates of weights, showing the market in which such grain was weighed and in whose mill, elevator or warehouse such weights were obtained; also the name of the weigher, and under whose supervision he is operating with the return of account sales for each and every car, making note of any leaks which may be apparent when and where the grain is unloaded.

Rule No. 23. When grain is sold by receivers and distributors located in terminal and interior markets, by wire, 'phone or letter, it shall be understood and agreed that the public weights and grades of the market from which grain is shipped shall govern unless otherwise specified.

Rule No. 24. It is understood that sales made out of any market for any specified number of days shipment shall be filled by shipments from the point from which sold, unless otherwise specified and understood when sale is made.

W. R. WASHER,
CHAS. D. JONES,
F. O. PADDOCK,
C. A. BURKS, Chairman.

Rule No. 25. It shall be the duty of receivers, distributors and track buyers of grain sold on regular market terms to either apply off grade grain upon arrival at ruling market difference; or, in case same cannot be so ap-

pled shipper shall be notified by wire that same is to be handled for shipper's account. It shall be the duty of shippers receiving such advice to wire disposition promptly. Off grade grain sold for shipper's account shall not be construed to apply on contract.

President Grimes: You have heard the report of the committee and I want to call your attention to the fact that it merits careful consideration before its adoption, as after they are adopted by this convention they will have to be abided by, so it is a very important matter that the rules be first-class in every respect.

Mr. King: I have no doubt that these rules are proper and ought to be adopted, but I would suggest that they be read one by one, that the members may consider them more carefully. Once adopted they will govern the business of all grain dealers:

Mr. Hubbard: There is one matter which I, as a country shipper, do not think has been well covered in these rules. They seem to leave the matter of cancellation or abiding by the contract entirely in the hands of the purchaser. It has occurred to me that this looks a good deal like the handle on the jug. I move that the rule designated as Rule 20 be amended as follows: That the seller of any cash grain shall have the right at the expiration of any time of shipment to authorize and compel the buyer to buy in any portion of said unfilled sale upon date of expiration of the shipment.

After prolonged discussion the Report of the Trade Rules Committee was adopted, with the exception of Rule 20, which was, upon motion of Mr. Lockwood, seconded by Capt. I. P. Rumsey, referred back to the committee for further consideration.

J. L. McCaull: I would like to offer a suggestion that the recognized certificate of any terminal market be accepted. You make certain restrictions there. It is absolutely impossible for us in Minneapolis to furnish any certificate other than that supplied by the State Weighing Department. I would, therefore, think that whatever certificate is furnished by the recognized terminal markets should be accepted.

The President: The rule has been adopted by the convention. You can later on bring that up as a special rule, but I shall have to rule that this has already been adopted.

Mr. Burks: There is not anything in that rule that will interfere with any regular certificate.

The President: Gentlemen, the next regular part of the convention, on the program, is the report of the Committee on Constitution and By-Laws. Mr. King says it will take 20 minutes to get through with that and he prefers to have it read after luncheon, and if it is the will of the convention, or rather, if there is no objection, I will declare the convention adjourned until 1:30.

Call at the Headquarters of ROSENBAUM BROTHERS, 248-249 Plankinton House, where their representatives will be pleased to meet you.

Meeting of Chief Inspectors.

The Chief Grain Inspectors Nat'l Ass'n held its annual meeting at noon Thursday, June 24, in Room 467 of the Plankinton Hotel. About 16 of the members of the Ass'n were present.

Pres. Jno. O. Foering read a report of the work of the Ass'n during the past year and made a statement of his individual efforts since the last meeting, to promote the adoption of uniform phraseology of grain grading rules. Nine-tenths of the commercial exchange, in their replies to his communications, expressed themselves as heartily in favor of uniformity as advocated by the Ass'n. The only conspicuous exceptions were Chicago and St. Louis.

As for the Chicago Board of Trade directors' endorsement of federal inspection, as prepared by the Slaughter, Lyons and Bridges sub-committee, for approval by the National Board of Trade, Mr. Foering contented himself with a reference to the ridiculously small vote of 2 cast in its favor at Washington.

The indorsement (?) of federal inspection at terminal ports of clearance, but not at St. Louis, by the grain committee of the St. Louis Merchants Exchange, provoked considerable amusement. Evidently St. Louis thinks it a good thing for other people but not for themselves. Inspector Tedford remarked that they wanted to try it on the dog first.

Mr. Foering related his conference with Senator McCumber regarding the Senator's bill after which McCumber, yielding to Mr. Foering's convincing presentation of the facts, consented not to push his bill for passage, until after the Grain Dealers Ass'n had made known their wishes. The bill, however, was already on the calendar; and the Senator felt that it was his duty to speak upon it.

Complaints of American inspection by grain exchanges in England and on the Continent were read by Mr. Foering, complaints that gave the McCumber bill its only excuse, and complaints that would have no foundation were the uniform grading of the Ass'n adopted at the different ports.

Mr. Foering's official acts and individual work were unanimously indorsed.

It was moved that a committee of two be appointed to express to the directors of the Grain Dealers' Nat'l Ass'n, the preference of the inspectors for New Orleans for the next meeting.

Mr. Shanahan moved an amendment, expressing preference for Buffalo.

The amendment was lost.

W. L. Richeson, chief inspector of the New Orleans Board of Trade, and T. W. Eva, chief inspector at St. Paul, of the Minnesota Inspection Department, were appointed the committee.

Those present expressed their sympathy for the inspector, who had been unjustly dismissed by his exchange and regretted that it was not the province of the Ass'n to act in such matters.

A committee was appointed to formulate resolutions of condolence on the death of two respected members of the Ass'n: Col. C. T. Prouty of Kingfisher, Okla., and C. B. Tyler, chief inspector at Newport News, Va.

In a general discussion the McCumber bill was torn to shreds. It was demonstrated that its provisions for the absolute control of railroad interstate grain shipments could not be carried out. The provisions would take away from the owner of the grain his control of the property,

require inspection at country elevators, and even prevent farmers from mixing their own grain. So many flaws appeared in McCumber's bill that some of those present were convinced it never would be enacted.

Adjourned.

Those present were Jno. O. Foering, Philadelphia; John D. Shanahan, Buffalo; E. H. Culver, Toledo; Homer Chisman, Cincinnati; F. H. Tedford, St. Louis; J. N. Barneard, Minneapolis; W. L. Richeson, New Orleans; F. W. Eva, St. Paul; G. H. K. White, New York; W. J. Graham, Kansas City; F. D. Hinkley, Milwaukee; H. E. Emerson, Duluth; Chas. McDonald, Jr., Baltimore; E. R. Gardner, Memphis.

Miniature Track Scale.

Scale testing was interestingly explained to the grain dealers by J. A. Schmitz, scale expert of the Chicago Board of Trade Weighmaster's Office, who distributed a leaflet written by H. A. Foss.

Mr. Schmitz's remarks were practically illustrated by means of a miniature track scale and grain car loaded with oats, an exhibit that attracted the attention of all visitors to the convention as they passed in.

The miniature scale was accurately made to 1-200th of full size, the bearings of hardened steel and perfect in every detail, as shown by the sensitive balancing of the beam with a loaded car on the track. Eighty test weights of fifty pounds each (proportionately) were used by Mr. Schmitz in demonstrating how to test a track scale; and the importance of testing the four sections of a scale. The floor and the sides of the pit were cut away, giving an unobstructed view of the working of a scale.

Remarks by those who examined the exhibit and listened to Mr. Schmitz's talk showed that the grain men highly appreciate the efforts of the Chicago Board of Trade Weighmaster's Office to educate shippers to the necessity of frequently testing their scales. Mr. Foss deserves the thanks of the entire trade for the good work he is doing.

For Sale.

Local grain elevator and feed mill, together with valuable railway site, for sale at \$20,000. Plant averaging over 50 per cent. net profits annually on this valuation. Reason for selling, desire engaging in much larger business. See or write F. N. Hendrix, 603 Guaranty Loan Bldg., Minneapolis, Minn.

Ship your grain to

O. G. SPANN,

27 Chamber of Commerce
BUFFALO, N. Y.

Commission Merchant.

Barley a specialty

Established 1881.

An Ancient Fable.

A. King (Ia.) with his favorite HUNTER (Ia.) and KNIGHTS rode forth to enjoy a HALLIDAY (Ill.).

They met a TORRY-SON (Wis.) of the throne, who was won by the cordiality of the party and joined them.

They stopped at some deep WELLS (Ia.), which were near the forest, to quench their thirst, when PATTERSON (Mich.) (so-called because he made fine chocolate patties for the King), brought forth some GRAHAM (Mo.) crackers and a box of BRENNER'S (Minn.) butter wafers. The HUNTER pulled a bottle from his pocket and called out: "Say, boys, here's some RUMSAY (Ill.), this is a feast."

After thus refreshing themselves they started out to hunt Bears, when they were startled by the shout of a CURRIER (Ia.), who announced an uprising among the peasantry and expressed grave FEARS (Ia.) that even the KING'S brave Gen. GRIMES, with his famous aids, McCLELLAN (Mo.), MILES (Ill.), and LEE (Minn.), would be unable to subdue them.

They hurried home and found a BUNCH (Ark.) of WOOLMEN (Pa.), some wood SAWERS (Tenn.), some BELL (Wis.) ringers, BERRY (Ia.) PICKERS (Mo.), and Grain BEYERS (Ill.), all patriotic sons of 'ENGLAND (Md.), all of whom promised their assistance. They ROSE (Tenn.) as one man and started forth to protect the BRIDGES (Mo.) and CULVER (ts) (O.), and search the FIELDS (N. Y.) for uprising peasantry.

After every brave KNIGHT (Ill.) had buckled on his ARMOUR and departed, there was a LULL (Wis.) at the castle and the KING bowed his head in grief, murmuring: "A sad CASE (Minn.), a sad case! Why should not my peasantry be loyal to me?"

Soon there was a blast of trumpets and the gay plumes of the Knights came in view. The Gen., uncovering his beautiful white hair, rode up to the King and said: "May it please your Highness, we have conquered the grain-growers. They asked your Highness to supply bags to haul their grain to market, but the boys here bagged them."



THE TRADING PIT, MILWAUKEE CHAMBER OF COMMERCE.



LAYTON ART GALLERY, MILWAUKEE.



GLIMPSE OF PROSPECT AVENUE, MILWAUKEE.



TAKE THE BOAT RIDE AND SEE THE ENTRANCE TO LAKE PARK, MILWAUKEE.

**Grain Dealers
National Mutual Fire
Insurance Co.**

INDIANAPOLIS, IND.

**INSURES GRAIN DEALERS'
PROPERTY ONLY**

C. A. McCOTTER, Secretary and L. R. DOUD, Inspector, are attending the Convention and will be pleased to meet you. Headquarters, Convention Hall and Plankinton Hotel.

DIRECTORS

H. N. KNIGHT, President.
Knight Grain Co., Monticello, Ill.
J. W. McCORD, Vice-President.
McCord & Kelley, Columbus, Ohio.
C. A. McCOTTER, Secretary.
Underwriter, Indianapolis, Ind.
A. E. REYNOLDS, Chair. Ex. Com.
Crabbs & Reynolds, Crawfordsville, Ind.
R. F. CUMMINGS,
R. F. Cummings Grain Co., Clifton, Ill.
CHARLES S. CLARK,
Editor Grain Dealers Journal, Chicago, Ill.
H. S. GRIMES,
Portsmouth, Ohio.
J. W. SALE,
Studebaker, Sale & Co., Bluffton, Ind.
THOS. A. MORRISON,
Morrison & Thompson Co., Kokomo, Ind.
W. F. C. GOLT, Treasurer.
Cashier Columbia Nat'l Bank, Indianapolis, Ind.

S. H. WARNER.

ESTABLISHED 1879.

J. H. WILBUR.

**WARNER & WILBUR
Commission Merchants**

GRAIN, SEEDS and SCREENINGS A SPECIALTY

WE SOLICIT YOUR CONSIGNMENTS and ORDERS in FUTURES
SATISFACTORY REFERENCES FURNISHED

417-419 Royal Insurance Building

CHICAGO

J. J. STREAM, Pres. and Treas.

WILLIS COUNSELMAN, Sec'y

CHAS. COUNSELMAN, Vice-President

**Chicago Grain & Elevator Co.,
GRAIN AND COMMISSION MERCHANTS**

240 La Salle Street, Chicago

Operating Country Elevators on Rock Island Railway in Iowa. Buyers and Sellers of Grain.
Your Trade in Futures and Consignments Solicited.

OFFICES: Des Moines, Ia. Kansas City, Mo. Chicago, Ill.
Muscatine Iowa City New York Boston

**J. ROSENBAUM GRAIN CO.
GRAIN**

Armour Grain Co.

DEALERS IN

Grain

205 La Salle St.

CHICAGO

ESTABLISHED 1875.

INCORPORATED 1898.

J. A. EDWARDS & COMPANY

(MEMBERS CHICAGO BOARD OF TRADE)

Handlers of Hay, Grain and Seeds on consignments. Fill orders for future delivery and carry for cash.

Up-to-Date Commission Merchants

Devoting their entire efforts to their customer's best interests. Examine our record for the past thirty years on the Chicago Board.

TRY US. IT WILL PAY YOU

Read our daily market letter. Sent free on request.

200 to 218 Royal Insurance Building

CHICAGO, ILL.

McCord's Grain Calculator

SAMPLE PAGE OF THE CORN BOOK GIVEN HERewith
(EXACT SIZE OF PAGE.)

These Books are Published in Three Volumes—One Each for
CORN, WHEAT AND OATS.

Price, \$7.50 per Volume, or \$20.00 for Set of Three Volumes

DELIVERED BY EXPRESS, PREPAID.

THE BOOKS CONTAIN 500 PAGES EACH

The Corn volume figures from 15 cents to \$1.00 per bushel, rising one-fourth of a cent per bushel to each page.

The Wheat volume figures from 25 cents to \$1.50 per bushel, rising one-fourth of a cent per bushel to each page.

The Oats volume figures from 10 cents to 90 cents per bushel, rising one-fourth of a cent per bushel to the page.

Each of these volumes has 160 pages figuring Freight Rates from one cent to \$1.00 per hundred pounds, and for commodities sold by the ton from 25 cents to \$20.00 per ton, rising 25 cents per ton at a time.

All of these volumes figure on pounds, from one pound to 100,000 pounds, without reducing to bushels—the bushel price being only the index, and the binding is in leather.

Sample copies can be seen at the booth of THE GRAIN DEALERS' JOURNAL, where orders will be taken.

Our representative for the North-West, MR. D. E. MCGAW, will be in attendance upon the convention, headquarters at the Plankinton Hotel, and will be pleased to show the books, giving any further information, and take orders.

For additional information, address

MCCORD BOOK COMPANY,

Box 623, Atlanta, Ga.

Amount	Dollars	Amount
1	01	101
2	02	102
3	03	103
4	04	104
5	05	105
6	06	106
7	07	107
8	08	108
9	09	109
10	10	110
11	11	111
12	12	112
13	13	113
14	14	114
15	15	115
16	16	116
17	17	117
18	18	118
19	19	119
20	20	120
21	21	121
22	22	122
23	23	123
24	24	124
25	25	125
26	26	126
27	27	127
28	28	128
29	29	129
30	30	130
31	31	131
32	32	132
33	33	133
34	34	134
35	35	135
36	36	136
37	37	137
38	38	138
39	39	139
40	40	140
41	41	141
42	42	142
43	43	143
44	44	144
45	45	145
46	46	146
47	47	147
48	48	148
49	49	149
50	50	150
51	51	151
52	52	152
53	53	153
54	54	154
55	55	155
56	56	156
57	57	157
58	58	158
59	59	159
60	60	160
61	61	161
62	62	162
63	63	163
64	64	164
65	65	165
66	66	166
67	67	167
68	68	168
69	69	169
70	70	170
71	71	171
72	72	172
73	73	173
74	74	174
75	75	175
76	76	176
77	77	177
78	78	178
79	79	179
80	80	180
81	81	181
82	82	182
83	83	183
84	84	184
85	85	185
86	86	186
87	87	187
88	88	188
89	89	189
90	90	190
91	91	191
92	92	192
93	93	193
94	94	194
95	95	195
96	96	196
97	97	197
98	98	198
99	99	199
100	100	200

48¾]

[48¾

Corn 48¾/4

Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars
75	301	62	401	3	501	4	601	5	701	6	801	6	901	7	1000	8	71
76	302	63	402	4	502	5	602	6	702	7	802	7	902	8	2000	9	41
77	303	64	403	5	503	6	603	7	703	8	803	8	903	9	3000	10	12
78	304	65	404	6	504	7	604	8	704	9	804	9	904	10	4000	11	82
79	305	66	405	7	505	8	605	9	705	10	805	10	905	11	5000	12	53
80	306	67	406	8	506	9	606	10	706	11	806	11	906	12	6000	13	23
81	307	68	407	9	507	10	607	11	707	12	807	12	907	13	7000	14	94
82	308	69	408	10	508	11	608	12	708	13	808	13	908	14	8000	15	64
83	309	70	409	11	509	12	609	13	709	14	809	14	909	15	9000	16	35
84	310	71	410	12	510	13	610	14	710	15	810	15	910	16	10000	17	05
85	311	72	411	13	511	14	611	15	711	16	811	16	911	17	11000	18	76
86	312	73	412	14	512	15	612	16	712	17	812	17	912	18	12000	19	46
87	313	74	413	15	513	16	613	17	713	18	813	18	913	19	13000	20	17
88	314	75	414	16	514	17	614	18	714	19	814	19	914	20	14000	21	87
89	315	76	415	17	515	18	615	19	715	20	815	20	915	21	15000	22	58
90	316	77	416	18	516	19	616	20	716	21	816	21	916	22	16000	23	29
91	317	78	417	19	517	20	617	21	717	22	817	22	917	23	17000	24	99
92	318	79	418	20	518	21	618	22	718	23	818	23	918	24	18000	25	70
93	319	80	419	21	519	22	619	23	719	24	819	24	919	25	19000	26	40
94	320	81	420	22	520	23	620	24	720	25	820	25	920	26	20000	27	11
95	321	82	421	23	521	24	621	25	721	26	821	26	921	27	21000	28	81
96	322	83	422	24	522	25	622	26	722	27	822	27	922	28	22000	29	52
97	323	84	423	25	523	26	623	27	723	28	823	28	923	29	23000	30	22
98	324	85	424	26	524	27	624	28	724	29	824	29	924	30	24000	31	93
99	325	86	425	27	525	28	625	29	725	30	825	30	925	31	25000	32	63
00	326	87	426	28	526	29	626	30	726	31	826	31	926	32	26000	33	34
01	327	88	427	29	527	30	627	31	727	32	827	32	927	33	27000	34	04
02	328	89	428	30	528	31	628	32	728	33	828	33	928	34	28000	35	75
03	329	90	429	31	529	32	629	33	729	34	829	34	929	35	29000	36	46
04	330	91	430	32	530	33	630	34	730	35	830	35	930	36	30000	37	16
05	331	92	431	33	531	34	631	35	731	36	831	36	931	37	31000	38	87
06	332	93	432	34	532	35	632	36	732	37	832	37	932	38	32000	39	57
07	333	94	433	35	533	36	633	37	733	38	833	38	933	39	33000	40	28
08	334	95	434	36	534	37	634	38	734	39	834	39	934	40	34000	41	98
09	335	96	435	37	535	38	635	39	735	40	835	40	935	41	35000	42	69
10	336	97	436	38	536	39	636	40	736	41	836	41	936	42	36000	43	39
11	337	98	437	39	537	40	637	41	737	42	837	42	937	43	37000	44	10
12	338	99	438	40	538	41	638	42	738	43	838	43	938	44	38000	45	80
13	339	00	439	41	539	42	639	43	739	44	839	44	939	45	39000	46	51
14	340	01	440	42	540	43	640	44	740	45	840	45	940	46	40000	47	21
15	341	02	441	43	541	44	641	45	741	46	841	46	941	47	41000	48	92
16	342	03	442	44	542	45	642	46	742	47	842	47	942	48	42000	49	63
17	343	04	443	45	543	46	643	47	743	48	843	48	943	49	43000	50	33
18	344	05	444	46	544	47	644	48	744	49	844	49	944	50	44000	51	04
19	345	06	445	47	545	48	645	49	745	50	845	50	945	51	45000	52	74
20	346	07	446	48	546	49	646	50	746	51	846	51	946	52	46000	53	45
21	347	08	447	49	547	50	647	51	747	52	847	52	947	53	47000	54	15
22	348	09	448	50	548	51	648	52	748	53	848	53	948	54	48000	55	86
23	349	10	449	51	549	52	649	53	749	54	849	54	949	55	49000	56	56
24	350	11	450	52	550	53	650	54	750	55	850	55	950	56	50000	57	27
25	351	12	451	53	551	54	651	55	751	56	851	56	951	57	51000	58	97
26	352	13	452	54	552	55	652	56	752	57	852	57	952	58	52000	59	68
27	353	14	453	55	553	56	653	57	753	58	853	58	953	59	53000	60	38
28	354	15	454	56	554	57	654	58	754	59	854	59	954	60	54000	61	09
29	355	16	455	57	555	58	655	59	755	60	855	60	955	61	55000	62	79
30	356	17	456	58	556	59	656	60	756	61	856	61	956	62	56000	63	50
31	357	18	457	59	557	60	657	61	757	62	857	62	957	63	57000	64	20
32	358	19	458	60	558	61	658	62	758	63	858	63	958	64	58000	65	91
33	359	20	459	61	559	62	659	63	759	64	859	64	959	65	59000	66	62
34	360	21	460	62	560	63	660	64	760	65	860	65	960	66	60000	67	32
35	361	22	461	63	561	64	661	65	761	66	861	66	961	67	61000	68	03
36	362	23	462	64	562	65	662	66	762	67	862	67	962	68	62000	69	73
37	363	24	463	65	563	66	663	67	763	68	863	68	963	69	63000	70	44
38	364	25	464	66	564	67	664	68	764	69	864	69	964	70	64000	71	14
39	365	26	465	67	565	68	665	69	765	70	865	70	965	71	65000	72	85
40	366	27	466	68	566	69	666	70	766	71	866	71	966	72	66000	73	55
41	367	28	467	69	567	70	667	71	767	72	867	72	967	73	67000	74	26
42	368	29	468	70	568	71	668	72	768	73	868	73	968	74	68000	75	96
43	369	30	469	71	569	72	669	73	769	74	869	74	969	75	69000	76	67
44	370	31	470	72	570	73	670	74	770	75	870	75	970	76	70000	77	37
45	371	32	471	73	571	74	671	75	771	76	871	76	971	77	71000	78	08
46	372	33	472	74	572	75	672	76	772	77	872	77	972	78	72000	79	78
47	373	34	473	75	573	76	673	77	773	78	873	78	973	79	73000	80	49
48	374	35	474	76	574	77	674	78	774	79	874	79	974	80	74000	81	19
49	375	36	475	77	575	78	675	79	775	80	875	80	975	81	75000	82	90
50	376	37	476	78	576	79	676	80	776	81	876	81	976	82	76000	83	60
51	377	38	477	79	577	80	677	81	777	82	877	82	977	83	77000	84	31
52	378	39	478	80	578	81	678	82	778	83	878	83	978	84	78000	85	02
53	379	40	479	81	579	82	679	83	779	84	879	84	979	85	79000	86	72
54	380	41	480	82	580	83	680	84	780	85	880	85	980	86	80000	87	43
55	381	42	481	83	581	84	681	85	781	86	881	86	981	87	81000	88	13
56	382	43	482	84	582	85	682	86	782	87	882	87	982	88	82000	89	84
57	383	44	483	85	583	86	683	87	783	88	883	88	983	89	83000	90	54
58	384	45	484	86	584	87	684	88	784	89	884	89	984	90	84000	91	25
59	385	46	485	87	585	88	685	89	785	90	885	90	985	91	85000	92	95
60	386	47	486	88	586	89	686	90	786	91	886	91	986	92	86000		

During the Convention

Call at Parlor B
PLANKINTON HOUSE
 From 11 to 5

An Exhibit of Interest to all Grain Dealers

T. M. McCORD
COMPANY

Receivers and Shippers

MINNEAPOLIS, - MINNESOTA

A. L. SOMERS & CO.**Commission Merchants**

Grain and Field Seeds

Orders for futures carefully executed.

Rooms 602-603, No. 226 La Salle St., Chicago, Ill.

Write for samples to show Chicago values.

ESTABLISHED 1870.

CHAS. B. MORRIS & CO.

Commission Dealers in

HAY, STRAW, GRAIN & FEED.

Warehouse, foot 131st St. NEW YORK, and alongside tracks
 and Hudson River N. Y. C. & H. E. R. R.

Storage capacity, 125 cars. Prompt returns rendered on day of sale. Liberal advances made on all consignments. Goods received via all railroads, billed lighterage free.

Members N. Y. Produce Exchange and National Hay Association.

REFERENCES:—The Hamilton and Corn Exchange Banks, New York; Dun and Bradstreet's Agencies.

Beach=Keever Grain Co.

Receivers and Shippers

Special attention to consignments and option orders. Liberal advances made on consignments.

**GRAIN
 COMMISSION**

Room 344 Board of Trade Bldg., Kansas City, Mo.

References:
 1st National Bank,
 American National Bank

"CALL AND SEE US"

Owen & Brother Co.

GRAIN COMMISSION

Barley, Wheat, Rye, Corn, Oats, Seeds.

36-37 Chamber of Commerce, Milwaukee

**T. H. Davies
 & Co.**
GRAIN COMMISSION.

CASH AND FUTURE ORDERS GIVEN CAREFUL ATTENTION.

MINNEAPOLIS, MINN.

JOSEPH GREGG.

JOSEPH GREGG, JR.

JOSEPH GREGG & SON

ATLANTA, GEORGIA

WHOLESALE BROKERS

And General Distributors of Grain, Hay, and other Western Products in the South Eastern and Southern States

Members Chicago Board of Trade and Grain Dealers' National Association

20 years experience in the shipping trade at Chicago.

We send out daily quotations to a very large number of buyers all over the South Eastern and Southern States. One telegram to us to Atlanta offers your offerings to the entire territory.

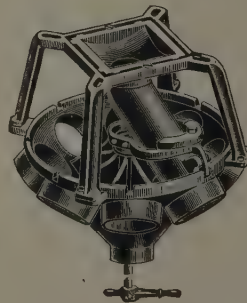
Correspondence Solicited

Special Attention Paid to Consignments.

Billing Point Nashville, Tenn.

**THE HALL SIGNALING
 DISTRIBUTOR**

IS UNIQUE



6 inch, 8 ducts.

NON-MIXING.

It is the most successful Distributor ever made, as is attested by its use in every state and with all kinds of grain. Our price, compared with its startling economy of operation and Non-Mixing of grain, is cheap—in fact it cannot be duplicated elsewhere at any price. It is easy to install, and easier to operate, and has become a recognized "money saver" to the elevator trade.

Investigate now: you'll wonder why you didn't do it sooner.

SENT ON TRIAL

SEND FOR BOOKLET

HALL DISTRIBUTOR CO.

222 First Nat. Bank Bldg.

OMAHA, NEB.

Thursday Afternoon Session.

The Thursday afternoon session was called to order by President Grimes, who asked for the report of the Committee on Constitution and By-Laws, which was read by Mr. King, chairman of that committee, as follows:

Report of Committee on Constitution and By-Laws.

At a directors' meeting in December, 1903, it was decided that some alterations ought to be made in the constitution and by-laws of this Association, and at that time a committee of three was created for the purpose of formulating such amendments as might seem to them to be advisable.

The committee was directed to report its conclusions for the consideration of the directors, and certain alterations and amendments were reported by the committee as advisable to be made. The report of the committee was adopted by the board of directors. The constitution and by-laws, as amended, have been in force and effect from the date of the adoption thereof by the directors.

Section 9 of Article VI of the constitution provides that: "This constitution may be altered or amended by a two-thirds vote of the members present at any annual meeting or by a two-thirds vote of the members of the board of directors, subject to an affirmative vote of two-thirds of the voting power present at the next annual meeting of the Association. Alterations or amendments made by the board of directors shall take effect at such time as they may designate and be in full force until approved or rejected by the members at the annual meeting, as hereinbefore provided. Notices of any alteration or amendments made by the board of directors shall be mailed to each state, district or local association secretary and to each regular member at least thirty days prior to the annual meetings."

Copies of the constitution and by-laws, as amended, were mailed to the members as provided should be done.

To comply with the provision of the constitution in that regard, it is necessary that the members present at this meeting shall consider the changes made, and take such action thereon as they may deem proper.

The report of the amendments adopted by the directors is made at this time for your consideration.

While it is presumed that each member has carefully read the copy received, the committee is of the opinion that it will be in order to now read the sections which were altered or amended, but will not occupy your time in reading those sections in which no change was made.

The principal changes are in Article II, Memberships, and in Article V, Committees. The reasons for the changes in the several sections of Article II, relating to Memberships are to make the meaning more clear and better define memberships, as between the National and affiliated associations.

There was no provision in the constitution in relation to the duties of any of the standing committees.

Sections 4, 5, 6 and 7 were added to Article V, defining the duties of the executive committee, the committee on arbitration and the advisory committee.

The amendments and additions to the constitution, adopted by the directors, make the several sections changed to read as follows:

ARTICLE II—MEMBERSHIP.

SECTION 1. There shall be two kinds of members, regular and affiliated. The regular members shall be those who are actually members of this Association without reference to their membership in any other organization; the affiliated members shall be those who obtain membership herein by reason of their membership in an association affiliated with this Association.

SEC. 2. Any person, firm or corporation operating a grain elevator and engaging in the buying and selling of grain continuously in unorganized territory may be admitted to regular membership in this Association. But upon the organization of an association in that territory, such member shall be transferred to the local organization and thereafter shall be an affiliated member.

SEC. 3. Regular grain receivers, brokers and track buyers, who do not buy grain from

grain scalpers, irregular grain dealers, transient grain buyers, nor scoop shovel men may be admitted to regular membership on payment of the regular fees. Regular members of this Association shall be honorary members of the affiliated associations, with the privilege to attend the meetings thereof, but such honorary membership shall not carry with it the right to vote or take part in any of the proceedings in the meetings of any affiliated association.

SEC. 4. Each grain shipper who is a member of an association affiliated with this Association shall be an affiliated member of this organization, but receivers, track buyers, brokers, or others who are eligible to regular membership in this Association shall not be entitled to any of the rights or privileges of regular membership in this Association, because of such affiliated membership herewith. However, any person, firm or corporation, by virtue of being elected to membership in any state, district, or local association which is affiliated with this organization, will become an affiliated member of this association.

SEC. 5. Any person, firm or corporation, to become a member of this Association, must receive a three-fourths vote of the whole board of directors. All members shall subscribe to this constitution and by-laws.

SEC. 6. Regular grain receivers, brokers or track buyers who also operate one or more elevators, at country stations, and are qualified to become regular members hereof, as provided in Section 3, may be admitted to regular membership in this Association, and also to regular membership in an affiliated association, but they shall in such case be required to pay the regular admission fee and the regular dues to each association in order to be a regular member of both. Such person, firm or corporation so engaged in business as to make him or them eligible to regular membership in both this and an affiliated association, as herein provided, shall not acquire regular membership in either association because of having been admitted to the other.

ARTICLE III—OFFICERS.

SECTION 5. The election of officers shall be held at each annual meeting and they shall hold office for the term, until the next annual meeting, or until their successors have been duly elected and have qualified.

ARTICLE V—COMMITTEES.

SECTION 4. It shall be the duty of the executive committee to direct the work and business of the Association, between meetings of the board of directors, to advise the secretary as to the methods of carrying out the policy of the Association as outlined at the regular meetings or by the board of directors, and all matters wherein counsel may be desired or probably beneficial, shall be referred by the secretary to this committee.

SEC. 5. It shall be the duty of the committee on arbitration to consider and determine all cases referred to them and to render such decision thereon as shall in their judgment be just and equitable between the parties interested, and in accordance with the rules adopted by this Association.

SEC. 6. It shall be the duty of the advisory committee to make such investigations of the conditions at terminal markets as may seem to them to be practicable to do, and when in the opinion of the committee, exigencies of the case require it, the influence of the National Association and of the affiliated associations may be used to improve objectionable conditions or to correct abuses in any terminal market for the purpose of justly benefiting either the receivers in, or the patrons of such terminal market. The National and state associations, each being represented by its secretary on this committee, a member of any association having a complaint to make with reference to any matter within the province of this committee shall file such complaint with the secretary of his particular association. When such complaint is received by any secretary he shall file it with the chairman for consideration by the committee. The chairman shall have authority to call meetings of the committee.

SEC. 7. All committees shall be subject to the direction of the board of directors.

ARTICLE VI—LOCAL ASSOCIATIONS.

SEC. 5. Any regular member of this association is entitled to attend all meetings of this association, and may cast one vote.

SEC. 7. All application for regular membership coming from any territory under the

jurisdiction of a state, district or local association affiliated with this association shall be referred to such association, unless such applicant is eligible to regular membership herein, as provided in Section 3 of Article II, then in that case he may be admitted to regular membership herein.

Of the By-Laws, Section 1 of Article I was changed to read:

ARTICLE I—MEETING.

SECTION 1. There shall be one regular meeting of this Association in each year, the time and place of which meeting shall be determined by the Board of Directors.

Article 2, expenses of officers, before amended, was very ambiguous, in fact conflicting and contradictory, and was changed with a view to such construction as could not be misunderstood.

As amended it is as follows:

ARTICLE II—EXPENSES OF OFFICERS.

SECTION 1. This Association shall pay the traveling and hotel expenses of the President, Vice-President, Secretary-Treasurer and the Director at Large to all meetings of the Association, also to such meetings of the board of Directors or of any committee as it may be their duty to attend. This Association shall also pay the traveling and hotel expenses of the members of the Executive Committee to all meetings of that committee and the per diem traveling and hotel expenses of the arbitration committee as provided in the arbitration rules, and the traveling and hotel expenses of the Directors to all special meetings of the Board of Directors.

Each state, local and district association shall pay all traveling and hotel expenses of its director and delegate to the annual meeting of the National Association and shall also pay the expenses of its member of the Advisory Committee.

The National Association shall pay the traveling and hotel expenses of the members of any special committee it may create not herein specified.

ARTICLE IV—FEES AND DUES.

SEC. 2. Applications for membership by a state district or local association in this organization must be accompanied by a fee of \$1 for each regular member thereof. If the application is not accepted, the fees shall be returned to the proper official.

Upon motion the report was adopted.

The Sec'y read a legal opinion defining Responsibility of the Railroads on Shipments of Grain Delayed in Transit.

The President: Before the matter of this report was taken up, it was done so by the directors upon request of a great many shippers who had lost freight, and it was resolved by the directors to get a legal opinion that, if possible, we could abide by. I cannot say as to the result. What shall be done.

Mr. McCaul: I move that the report be submitted to the Committee on Transportation for their consideration.

The President: You have heard the motion, that the report be submitted to the Committee on Transportation.

Mr. McCaul: The incoming committee?

The President: Yes, it would be the incoming committee.

Motion was duly seconded and carried.

Mr. McClelland: The opinion just read is one very important to the trade and I would, if this report be accepted, that it be printed and distributed among all the members of this Ass'n.

The President: I believe that is the intention of the Secretary.

The Secretary: Mr. McClelland, for your information, I will say these decisions have been printed and furnished to every member of the Nat'l Ass'n, and also to the members of each affiliated ass'n, and are now in their hands.

The President: Through the courtesy of the Western Union Telegraph Company, I have a telegram here, the gist of which is that Roosevelt is nominated for President (Great applause); that Fairbanks of Indiana is nominated for Vice-President. (Applause.)

The President: That was very unexpected, I suppose.

A voice: How about that slate?

The President: We have a worse one here. (Laughter.)

The President: The next will be a Report of the Delegates to the National Board of Trade, by Mr. John W. Snyder. I take great pleasure, gentlemen, in introducing to you Mr. John W. Snyder, Vice-President of the Ass'n.

Mr. Snyder read the following:

Report of Committee appointed to attend the National Board of Trade Meeting.

To the members of the Grain Dealers' National Ass'n:

GENTLEMEN: The thirty-fourth annual meeting of the National Board of Trade was held in Washington, D. C., January 19, 20 and 21, 1904.

Your Association was represented by two delegates—Mr. H. S. Grimes, President, and John W. Snyder.

In the committee appointments the Grain Dealers' National Association received full recognition, and your delegates were on several of the most important committees, among which were Inter-State Commerce Law, Opposition to Government Inspection of Grain, Committee on Nominations, also Transportation. The resolution regarding speedy transportation and removal of service, was favorably reported by the committee, and after considerable discussion, the Board recommitted the resolution by a vote of 36 ayes and 17 noes.

The resolutions on Enlarging the Powers of the Inter-State Commerce Commission, Transportation and Opposition to National Inspection of Grain were referred to proper committees and came before the Board, embodied with similar resolutions from other organizations, and were favorably acted upon. There were majority and minority committee reports on National Inspection of Grain, but the majority report denouncing the attempt to abrogate Board inspection as in favor of political inspection, was passed by a decisive vote.

At the banquet, which was a new feature in the National Board of Trade, and which took place at the New Willard Hotel on the evening of the first day, were present many men prominent in the political and business life. Among those who delivered addresses were Secretary of Commerce and Labor Geo. B. Cortelyou; Speaker of the House of Representatives Joseph G. Cannon; Senator Mark A. Hanna, and Governor of Minnesota S. R. Van Sant. Senator Hanna's address read in a comprehensive and interesting manner upon those business problems most in the public mind, and his hopeful expressions regarding this country and its business interest, were deeply impressive. Contrary to the advice of his physicians, there was nothing in his appearance to indicate that what he then regarded as a slight indisposition, would so soon thereafter terminate in his death.

In consequence of a declination of Mr. Blanchard Randall to serve another term as President, Mr. J. J. Sullivan, of Cleveland, O., was elected to succeed him. Mr. William R. Tucker was again re-elected Secretary. In appreciation of the eminent services of Mr. Randall as President, a resolution was unanimously passed for the appointment of a committee, of which Mr. H. S. Grimes was chairman, to present him with a suitable testimonial as a mark of the high esteem in which he is held. And later he was presented with a silver loving cup appropriately marked. The presentation took place on the floor of the Baltimore Chamber of Commerce, and Mr. Morris S. Wise, of New York, delivered the address in behalf of the National Board of Trade.

The appointment of Mr. John B. Daish as your counsel at Washington was of great benefit to this Association, also the National Board of Trade. It combined the efforts of the two organizations in behalf of legislation in which both were interested, thereby making their influence more effective by its concentration. The present administration of the National Board of Trade has not seen fit to appoint a commissioner at Washington, and it is believed by many that the failure to do so is unwise and a step backward.

The recognition shown the delegates of your association by their appointment on important committees is evidence of the influence of this body, and the active participation of your delegates in the proceedings of the National Board indicates that this organization can exert considerable force in shaping and directing the work of that body when properly represented.

Respectfully submitted,

H. S. GRIMES,

JNO. W. SNYDER,

Delegates.

The President: You have heard the Report of the Delegates to the National Board of Trade. What shall be done?

Seconded and adopted.

The President: The unfinished business of this morning was that Rule No. 20 was referred back to the Trade Rules Committee with instructions to report further. I have here from the Trade Rules Committee (Reads):

"Your Trade Rules Committee recommends the leaving of Rule No. 20 as it now appears in the Blue Book."

The President: I presume it would be courtesy to refer it to the convention. What shall be done? If no objections, the report will be adopted.

(No objections made.)

The President: We have a great deal of business to transact here and if I seemingly rush matters, I do not want you to think I am arbitrary. I will give you plenty of opportunity in anything of importance to discuss it as long as you wish. The program of this afternoon contains, first, the Report of the Executive Committee of Interstate Commerce Convention on Progress of Legislation Giving Greater Effectiveness to Interstate Commerce Act, by Mr. E. P. Bacon of Milwaukee. (Applause.)

Mr. Bacon: Mr. President and Gentlemen: It was my intention to give you a few remarks extemporaneously upon this subject, but for the purpose of brevity and conciseness, I concluded to submit my remarks to writing and I am happy to say I shall occupy but a few minutes of your time. (Reads as follows):

Progress of Interstate Commerce Legislation.

Your Association at its last annual convention adopted resolutions petitioning Congress for the amendment of the Interstate Commerce Act so as to confer such authority upon the Commission created by the Act as will give greater effectiveness to the Act, and also to make the rulings of the Commission immediately operative, so to continue until overruled or suspended by the courts. Your esteemed president has invited me to state to you the progress made towards securing such legislation and the prospects in relation to it.

The proposed legislation has been strenuously urged upon Congress during the past three sessions by the various commercial and manufacturing organizations of the country with increasing energy from year to year, but thus far without having secured the reporting of any bill, introduced for the purpose, to either branch of Congress. Exhaustive hearings were held during the last session of the 57th Congress before the Committees on Interstate Commerce of the respective Houses on bills to this effect then pending, which resulted in the reporting of a single section of what was known as the Elkins Bill, which was promptly enacted into law and was approved February 19th, 1903, the purpose of which was the prevention of discrimination between individuals, which seems to have been effectual in the prevention of this form of discrimination.

The effort was vigorously renewed at the last session of Congress to secure the reporting of a bill introduced in both Houses at the instance of the Committee which I have the honor to represent, and known as the Quarles-Cooper Bill, for the purpose of preventing discrimination between localities or sections, and between different descriptions of traffic, and also to prevent the continuance of rates unreasonable in themselves; but owing to the opposition of the leading members of the Interstate Commerce Committees of the two Houses to any legislation further restricting the power of the carriers to make and enforce such rates as they see fit, it has thus far been impossible to secure action on the part of either Committee. A majority of the members of the House Committee, however, have individually declared themselves to be in favor of the enactment of such legislation, and it is believed that upon the re-assembling of Congress they will insist upon immediate action on the subject on the part of the Committee, in which case it is hoped that some bill comprising these provisions will be speedily reported and if so, the Committee is confident of its passage in the House by a large majority, and there is good reason for the expectation of its passage in the Senate.

While the immediate interests of shippers

as such is limited to the prevention of discrimination in its various forms, and their being thereby protected against any undue advantage in favor of their competitors in their own localities and sections, the interest of the public at large extends to the question of the reasonableness of freight charges in themselves considered, and demands protection against the levying of charges at the pleasure of the carriers by means of effective governmental supervision. The country has been confronted during the past four years by continuous advances in rates of freight throughout the country, first by means of a general change in classification, put into effect January 1, 1900, by which upwards of eight hundred different commodities were raised from a lower to a higher class and consequently subjected to higher rates of freight, the average increase resulting therefrom, as calculated by the Interstate Commerce Commission, having been 24 per cent. This has been followed by direct advances in rates on a number of important commodities of general use from time to time. In reply to a resolution of inquiry made by the Senate in March last as to the effect of the advances in rates of freight made during the preceding four years upon the revenues of the carriers, the Commission reported that the average rate per ton received by the carriers on traffic transported during the fiscal year ending June 30th, 1903, was 12½c per ton greater than the average rate per ton for the fiscal year 1899, and amounted to an increase in revenue of more than one hundred and fifty-five million dollars for the year over what it would have been at the average rate charged in the fiscal year 1899. The report shows an increase in tonnage for the year 1903, of 10 9-10 per cent, with an increase in revenue of 25 6-10 per cent. The increase in revenue for the last year arising from the advance in rates, as compared with the rates in force in 1899 in what is termed "official classification" territory, on a few important commodities, is stated in round numbers as follows: Hay, two and one-half million dollars, sugar one and one-half million dollars, iron and steel four million dollars, bituminous coal ten million dollars. The Commission states that this territory comprises about 65 per cent of the traffic of the country. The report also states that advances in rates on lumber from points in southern territory to points on the Ohio river and north thereof were made in June, 1903, which, based upon the tonnage of the preceding year, would produce an increase in revenues of about six million dollars for the year. It also shows changes made in rates on grain and grain products between Chicago and New York during the preceding four years from which it appears that the rates in force during the calendar year 1903, were 2½ to 3c per 100 lbs. higher than during the preceding two years. Rates from other points in the country to all sea board points are based on rates in force from Chicago to New York. Upon the aggregate tonnage of grain and grain products of the previous years this increase in rates would amount to over eighteen million dollars in revenue for the year. That these advances in rates were wholly unnecessary, notwithstanding increased cost of supplies and labor, is shown from the fact that the net earnings of the railways of the country during the past four years have increased in equal ratio with the gross earnings. In addition to this, great economies in the cost of operation have been effected during that period, the benefit of which has inured wholly to the carriers. In view of this state of facts it is certainly incumbent upon the commercial men of the country to exert their influence to the utmost in the protection of the interest of that portion of the public from whom they derive their business, and upon whom they are dependent for their prosperity, against the increasing exactions of the railways, corporations of the country which are now wholly unchecked except by the natural law of "what the traffic will bear."

Mr. Bacon: The only means by which this legislation can be secured is by the individual labors of the citizens of the country who desire to see this brought about. By individuals seeing their Representatives in Congress, their Senators, and making known to them personally their desire that this legislation shall be secured, so I appeal to you as members of the Grain Dealers Nat'l Ass'n, each of you to use your individual influence with your Representatives in Congress and your State Senators. The members of Congress, I am sorry to say, are lined up with the large corporations, especially the railroads and there is a tendency to resist

legislation restraining these interests. I want to say also that there are 235 commercial organizations working toward this end and cooperating in the interests of this legislation.

The President introduced Chairman J. L. McCaul, who made the following report for the Grain Improvement Committee:

Report of Committee on Grain Improvement.

Your committee on grain improvement, possessing a few ideas of its own—has purchased many from others—and pleads at the outset intense earnestness and unbounded enthusiasm, as excuses, should any be necessary, for the strenuous and "meat-ax manner" in which its subject may be handled.

There prevails in some localities a feeling that the average grain dealer measures each man and considers each locality purely from the standpoint of revenue; that he is narrow in his views and supremely selfish in his dealings with his fellowmen; that his stock of patriotism is so meager as to include only the first person.

While such an arraignment is too often justifiable, we contend that the *average* grain dealer is broadminded, is patriotic and reasonably liberal and generous.

He is in fact the "easy mark" at which are directed nearly every form of "hold up" known to the canvassing and soliciting fraternity.

Mostly out of generosity, but often through fear of loss of prestige he subscribes to every form of benevolence under the sun. His *voluntary and involuntary* subscriptions embrace the lazy pestiferous tramp and the stricken orphans and widows; the foreign missions and the agnostic organizations. A thousand worthy and ten thousand unworthy methods of depleting his bank account are practiced upon him with more or less success to the practitioners. He forwards by verbal and financial encouragement every laudable and many detestable movements. By dint of strict economy in personal expenditures he assists in boosting along many important enterprises and aids in many developments that work for the general good. He willingly or otherwise pays taxes that improve rivers and harbors—dig canals—erect splendid government buildings and carry on stupendous public enterprises all to the general good and the incidental profit of the politician.

He assists in educating the benighted Asiatics pretending to fear the "Yellow Peril." He helps to feed an indigent treacherous red skin and his numerous progeny. He helps to build libraries he may never enter, he subscribes to scientific developments that effect almost every line of business—save and excepting one, the *grain business*.

He has assisted in the development of many new enterprises—has been no small factor in the general improvement that has attended nearly all forms of production and commerce and at the same time continued to play back and forth in the narrow groove which was years ago hewn out by main strength to meet the then existing conditions.

While his dollars have contributed to the welfare of scores of enterprises and institutions, he has continued to look to the same old, weedy, poorly tilled and deteriorating acres for his precarious income.

While subscribing to scientific research in distant fields (and occasionally in mining fields) he has witnessed, with considerable alarm the decreasing grain yields and the increasing competition, he has "cussed" the slovenly farming and damned his new competitors, never dreaming that he might become an important factor in wresting from nature a double portion of desirable stores.

Economies in his business methods have been rigidly followed—expensive appliances have been adopted—freight rates have been vigorously contested—but the one great effort that can be put forth by every man in the trade with absolute assurance of profit to producer, merchant, manufacturer and consumer—has been too generally neglected.

This one movement that may be made universal is none other than the encouraging and promotion of all efforts toward grain improvement.

An incidental result will be the closer union of the farmer and the merchant and the obliteration of such remnants of animosity as may still obtain towards certain members of the trade.

No man is better qualified than is the grain merchant to remove the scales of prejudice from the eyes of the farmers and enable them to hold the great virtues and the intensely practical workings of the splendid agricultural colleges and experimental stations which all classes of citizens are willingly or unwillingly supporting.

The foregoing is based upon the assumption that the grain dealer is himself sufficiently wide awake to grasp the problem and appreciate its advantages. We regret to state that this wide-awake condition is not particularly manifested by the large number of persons engaged in our branch of business, but daily, monthly and yearly new recruits are being added to the ranks of converts and co-workers.

We of the middle west may appear to the uninitiated somewhat egotistical in thinking that we are the center of effort in the direction of grain improvement. We believe the results justify our pride, and if other sections of this great country can show equal or better work we are here to applaud and not to depreciate.

Your committee has had opportunity of observing more closely the good work accomplished in this direction in the states of Iowa and Minnesota. These states—and we doubt not many others—are extremely fortunate in having well established, generously endowed and magnificently managed agricultural colleges and experimental stations.

Your committee at the outset declares itself unhesitatingly, unqualifiedly and without mental reservation whatsoever in sympathy with and heartily endorsing the great work that these institutions, and those of their kind, are doing, and it is only justice to the Grain Dealers' Association in those states to say that these associations fully appreciate the good work referred to and are doing all in their power to encourage and forward it.

As before stated, your committee, being more familiar with the work of these states, will be pardoned, if pardon is necessary, for referring directly to them, not wishing for one moment to detract from what may have been accomplished in other localities.

The writer can testify from personal experience that less than twenty years ago, in what is to-day one of the greatest agricultural institutions in the world, the agricultural course, was almost discredited; the few individuals who, by reason of ability, persistency and competitiveness continued in their pursuit of knowledge in this particular line and who to-day stand pre-eminently in the front ranks of all those engaged in such research, could add to this testimony were it necessary.

As an evidence of greatly changed and improved conditions we cite the achievements of these same individuals who have adopted this line of investigation and promotion for their life work.

Within a decade these two institutions have developed from a very ordinary, if not to say sluggish state, into institutions intensely thorough in their research and unquestionably practical in their applications.

Time will not permit more than brief mention of the many laudable efforts being put forth along these scientific lines.

In Iowa in addition to the general education in agriculture, there has been developed most wonderful results in stock breeding and particularly in plant breeding.

Competent and progressive men in charge of this work, not being satisfied with merely stuffing a student with facts undigested, and thrusting him with his sheep-skin upon a defenseless community have made every detail of their instruction co-ordinate with practical application. Brains and blisters are there, daily associates. A graduate of to-day can boast of deeds along with diplomas.

Not satisfied with instructing the young, those in charge of the work conceived the very commendable idea of inviting the farmers themselves to what is known as a short course work in stock and grain judging. This school of instruction is held at the most favorable time for the farmers to attend, lasting for about two weeks, and sessions continue from eight in the morning until ten at night. Very practical lectures are given. The farmers themselves engage in the discussions and the grain judging. The outgrowth of these meetings was the organization of the Iowa Corn Growers' Association, covering all parts of the state, having strong local organizations, offering prizes for the best results in grain growing and grain judging. The attendance at the short course originally small, has increased until now over one thousand attend, and the limit of present facilities for caring for and instructing such a gathering has already been reached. By their attendance upon and their great interest manifested in the work of such a course the most practical and necessarily the most prudent men of our land stamp their approval upon it.

Passing beyond the state agricultural institutions, several of the counties have adopted the plan of converting their poor farms into experimental stations. And right at this juncture your committee desires to utter its most emphatic indorsement. It should require but a mere statement of such an innovation to arouse the enthusiasm of every good citizen.

The conception that has thus changed a field of bitterness, sorrow and reproach into

one of interest, contentment and educational advancement must, to say the least, have been inspired by the Almighty.

The State Associations of Grain Dealers has augmented the work very materially by a general distribution of pertinent literature bearing directly upon grain improvement. Along with the general mails to the members of the Association, have been sent attractive circulars and pamphlets for distribution among the farmers by the grain dealers. Prizes have been offered by the Grain Dealers' Association; plans for distribution of desirable seeds have been carried out; local institutes organized and encouraged.

A most commendable work was instigated by the Grain Dealers' Association of Iowa in the running of special trains over various roads in the state carrying professors and others qualified to discuss intelligently the question of seed grains. The trains made frequent stops at previously arranged points where enthusiastic groups of farmers were given practical instruction in the selection of seeds and planting the same. The railroads of the state, realizing the benefit to be derived from such practical work, very liberally contributed the train and train service.

The Iowa State Association has taken no small part in the matter of legislation so far as it effects the agricultural and experimental interests of the state. They have declared themselves as unqualifiedly in favor of all rational expenditure in this direction. It has become a very prominent factor in state politics with but one end in view, namely, promotion of the general and not individual welfare. It has, in a large measure, overcome the prejudice of the press, and is particularly allied with the farm journals and other agricultural publications as their interests are undeniably one and the same.

Fifteen years ago the Minnesota Experiment Station began the improvement of wheat and later on other grain crops. Hundreds of varieties were secured from all wheat growing sections of the world. After a few years of trial none of these was found superior to those already grown in the state, excepting possibly one variety of barley and one variety of wheat. The station's attention was then turned to improving the best varieties of wheat obtainable. Flute and blue stem wheat were almost universally grown; only a few varieties of oats made up the bulk of that crop, while six rowed Mansbury barley had nearly the exclusive field, and Russian (called common) flax was the only variety of that crop in use. These varieties and the best obtainable stocks newly introduced were used as a basis from which to make new varieties by breeding. The best varieties of forage and root and fiber crops were also brought under a system of improvement. Methods of plant breeding have been gradually evolved, and the breeding of field crops is now carried on in the Minnesota Experiment Station with as much system, with as keen foresight of the needs for the products, and with as much care and patience as is exercised in our best manufacturing establishments. The best old or new varieties are the raw product, and from these are created by a system of selection, or by hybridizing followed by rigid selection, new products worth millions of dollars. Products already turned out are as follows: "Minn. No. 163" wheat, distributed in 1899, of which it is estimated over 30,000 acres are now growing; "Minn. No. 169" wheat, distributed in 1902, of which it is estimated 75,000 acres have been planted this spring; "Minn. No. 13" corn, distributed annually since 1897, of which it is estimated there is now growing over a quarter of a million acres. The station authorities have figures showing that these three pedigreed varieties are yielding at least a dollar per acre more than the common varieties they are displacing, adding to the value of the farmer's crops more than half a million dollars in 1904. Results already achieved and new varieties now in hand warrant the belief that from this breeding alone ten per cent. can be added to the value of the grain crops of the state. This modest percentage of increase would add ten millions of dollars annually to the income of our farms, transportation companies, dealers and manufacturers.

With modest appropriations for this work methods of breeding all the staple crops have been worked out; the pedigreed varieties above mentioned have been originated and widely distributed; thousands of other newly originated varieties are under trial; under the auspices of the Secretary of Agriculture co-operative relations have been inaugurated with the State Experiment Stations of North Dakota, South Dakota, Iowa and Wisconsin, and numerous young men have been trained, some of whom are employed in other state experimental stations doing similar work for their respective states. Thus has been started with government and state funds a unique and potent agency for building up agriculture and its dependent industries. The experiment

station, the college of agriculture, the farmers' institutes, the agricultural press, the state fair and similar agencies are moving in another direction also to improve our grain crops. They are working out systems of farm management and crop rotation which provide that the field be prepared for the grain crop, both by the crop previously grown and by means of manures made from crops grown for live stock on a large part of the farm. It does not seem too much to hope that the better methods of farm management our wheat average can be run up from 14 to 20 bushels per acre and that by breeding it can be pushed on up to 25 bushels or within seven bushels of the average yield in England, where the use of winter wheats makes still larger yields possible. Other crops are being proportionately improved. These experiment stations have devised the methods and machinery for improving our crops. It is now left to the state and national legislatures to provide the money with which to do the work in quantity to meet the requirements. This Association should join with the various farmers' organizations in securing ample funds with which to secure lands, buildings, labor and other necessary expenses now inadequately supplied.

The Grain Dealers' Association in the states referred to are not alone in their interests in the work, as nearly all the railroads in that territory, particularly the C. & N. W., C. R. I. & P., C. B. & Q., C. M. & St. P., and the Iowa Falls & Northern have very cordially co-operated in several practical and substantial ways. Grain and stock, for the purpose of instruction, have been very frequently transported free of all charge, and many other instances might be enumerated of substantial encouragement, among them excursions at low rates from all points of the state to the agricultural colleges and experimental stations, enabling thousands of farmers to become intimately acquainted with work of which they previously possessed but a confused and limited comprehension. Small wonder that the railroads of the State of Iowa should assume such a progressive attitude when they realize the substantial returns to them of a probable increase in the Iowa corn crop of 40 million bushels, the direct result of better methods of farming.

It is estimated that the damage to the oat crop of Iowa in the year 1903, by reason of inferior seed, resulting in a preponderance of smut—reached the enormous total of one and one-half million dollars.

In this connection we deem it proper to call attention to the fact that appearances of seed grain are often very deceptive and that in this respect like does not always produce like. There are pedigreed grains as well as pedigreed live stock and good breeding is as essential in the one case as in the other. It should be the policy of the grain dealers of this country to secure for the farmers from our experimental stations reliable pedigreed seeds. We believe that strenuous efforts should be made by the Grain Dealers' Association and by the national organization to prevail upon the leading seed houses of the country to handle pedigreed seeds and seeds adapted to the localities in which they will be used. It is a well known fact that yearly hundreds of thousands of bushels of attractive seeds are distributed throughout the country, at high prices, that are wholly unfitted for the requirements of the localities to which they are sent. The seed dealers of this country are not, in our opinion, responsible for this condition, for until comparatively recent years the breeding of seed grains was not seriously considered and farmers were attracted wholly by the appearances of seeds offered.

We believe that when the value of carefully selected seed grains becomes more generally understood and the demand for such becomes more universal, the great seed houses of the country will very rapidly and very willingly co-operate with the grain dealers in promoting the work.

It is greatly to be hoped that the local grain dealer wherever found will do all in his power to assist the farmers in securing desirable seed and will facilitate the work by proper cleaning appliances and will urge the necessary treatment for the extermination of smut and other infections.

We feel each state organization and local organization should invite leading men in experimental work to deliver frequent addresses to the farmers and that the attendance of farmers at grain dealers' meetings should be encouraged, to the end that a better understanding and greater harmony may prevail. Such measures will certainly eradicate the feeling that we are an institution living unto ourselves.

We strongly recommend that at each gathering of the National Association, a portion of the program shall consist of an address upon experimental work by some prominent and competent authority.

We believe that grain should be purchased with more regard to excellence than is at

present manifested in many quarters. Where choice grains are grown better prices should prevail than for ordinary and inferior grains. We cite the common practice of bidding for "No. 3 corn or better," as one not calculated to encourage the raising of No. 2 corn. We believe that the grain buyers are as much or more in need of enlightenment on the question of qualities and values than the farmers themselves, and a proper discrimination by the grain dealers will be a wonderful incentive to better efforts on the part of the farmers.

We have said much in this report about the efficient work of our agricultural colleges and experimental stations. We believe that their usefulness can be enlarged by giving instructions in the proper judging of grain from an analytical standpoint and that they should encourage research along this particular line with the hope that still greater discoveries may be made. These institutions should furnish opportunity for those who may contemplate handling grain, to become familiar with the merits of the different grains and be thereby able to judge upon its merits and not wholly upon appearances.

We strongly recommend that a grain judging contest be inaugurated in connection with the International Live Stock Exposition held in Chicago each year and that the grain dealers offer prizes in connection with such contests. We recommend that an executive committee of six, to have full charge of such grain judging contest in connection with the Live Stock Exposition to be held in Chicago in December, 1904, be appointed by the incoming President of the Grain Dealers' National Association. The exhibition of grain at that time should embrace all kinds and breeds of grain grown in the United States. The Secretaries of each state organization should comprise a committee for selecting the various samples of grain referred to. The Executive Committee should have power to select a suitable superintendent, whose duty it shall be not only to arrange for the display of grain and for the awarding of prizes, but also to distribute pertinent literature.

We recommend that the presidents of the various state associations shall constitute the Finance Committee who shall have charge of the finances of the proposed exhibition.

Your committee indorses the congressional appropriation for the World's Fair display at St. Louis, and heartily indorses the Department of Agriculture. We commend Secretary Wilson's earnest work and point particularly to the fact that he has caused to be raised in this country many commodities that were heretofore imported. That, as a result of the efforts of the Department of Agriculture, not only has there been a great improvement in American live stock, American fruits and forestry, but also a very marked increase in the yields of grain.

We believe it the duty of every grain man to make consistent effort toward the promotion of all legislation that may favorably effect the state institutions to which we have referred and the National Department of Agriculture.

Each year adds to the manifestations of deep interest in this subject by business men and the press throughout the country. We contend that we who are so vitally interested should not for a moment become less interested than are those in other walks of life. Bankers, professional men and manufacturers of agricultural implements have demonstrated from time to time their great interest in this work, and it is therefore to be hoped that grain men may be equally progressive.

It is assumed that a large number of grain men will become aggressively active in promoting this work. It is to be hoped that those who cannot become aggressors, and we trust their numbers will be small, will, at least, be negative supporters of our efforts and adopt the following half dozen precepts:

1. Let us not lose sight of the fact that the limit of the producing area is soon to be reached—while increasing population and increasing competition are absolute certainties. We have therefore but one refuge, viz., wresting from Nature the limit of production per acre.

2. Let us not procrastinate lulling ourselves by the thought that the critical hour is yet far distant—dogging the problems of today—and we contend this is a problem of today—bespeaks cowardice.

3. Let us not overlook or under-estimate the fact that by cordial and substantial support of our agricultural colleges and experimental stations we produce the maximum results, with the minimum of effort. Centralized and competent forces surpass diversified and random efforts.

4. Let us not leave all the work to the educational institutions, do some thinking of our own. Talking and working will increase our own zeal and add converts to the ranks and dollars to our bank accounts.

5. Let us not confine association work to the narrow lines of producing instantaneous financial results.

6. Let us not stand in wide-eyed wonder and admiration of innovations, inventions and improvements in all other lines, while we grumble at, discourage and resist all efforts to establish in our own business some methods that may not boast of a birth previous to the Civil War.

Upon motion this report was adopted. The President: Next is the Report of the Legislation Committee, Mr. Charles England of Baltimore, Chairman. Gentlemen, permit me to introduce to you Mr. Charles England of Baltimore, Chairman of the Legislation Committee, who will now read the report.

Mr. England read the following report:

Legislative Committee Report.

To the Members of the Grain Dealers' National Association:

GENTLEMEN: The scope of your committee's service has been confined to attention to such matters of legislation affecting the interests of your members as have been under consideration or process of enactment, none of which, however, was definitely determined during the comparatively short term of the committee, therefore this report can only refer to matters which at present remain undecided, but nevertheless are of sufficient importance to receive the careful consideration of this Association.

In this connection it may not be out of place here to ask your consideration of the fact that it seldom occurs that general legislation is originated and concluded within the official term of any legislative committee, therefore it is too frequent the case that proposed legislation, in which the Association has a vital interest, may not under your present system, receive proper consideration or may be entirely overlooked by reason of the complete change in the composition of your committee while such matters are under deliberation, or have not reached that stage which brings them prominently before the Association and the committee's attention thereby directed to them.

It is the opinion of your committee that this suggestion applies with equal force to all of your committees in their special lines, and we take the liberty to recommend the amendment of the By-Laws, providing when standing committees are hereafter appointed, that in addition to the designation of a chairman that a vice-chairman be also named, and it be further provided that in the following year the vice-chairman shall succeed to the chairmanship, the naming of the other members of the committee being left to the pleasure of the appointing power as heretofore. By the continued service of one member of the committee as vice-chairman, and subsequently as chairman, the committee will be kept informed of important matters which have not been concluded during each administration, and because the vice-chairman will be under increased responsibility the following year, he will enter into the business with more earnestness and thereby render greater assistance to the then chairman.

Perhaps the most important legislation affecting your interests is the proposed amendments to the Inter-State Commerce Act. Very little progress was made in advancing the several bills introduced in the United States Senate and House of Representatives at the recent session for the amendment of this act, and in fact it required a very strong effort by Chairman Bacon of the Executive Committee of the Inter-State Commerce Law Convention to secure any agreement to have hearings on these bills, and what was accomplished in this direction was very largely the result of the exertion of Hon. John J. Esch, of Wisconsin, a member of the House Committee on Interstate and Foreign Commerce.

These bills will be taken up at the opening of the next session of Congress, and in the meantime there should be an earnest effort made by this Association, also by its members in their individual capacity, in behalf of the favorable consideration of this legislation. If every member of this organization was fully aware of the comparatively small attention generally given by representatives in Congress to their constituents' real interests, and the extent to which their time is devoted to constructing political machines, with themselves as the chief part, it would not be long before you would take up the discussion of these business problems at the place where the trust is confided in the representative and not where he is liable to be influenced by political and other deceptions, and as is too often the case, where important business questions are played as dice in the game of personal or party advantage.

A bill was introduced in the Senate (4596) by Senator Elkins, and a similar bill (13468) was introduced in the House by Representative Hepburn, which measure apparently only required transportation lines to take up order bills of lading before delivery of the property. As this is a general custom, no legislation upon the subject appears necessary, and your commissioner at Washington submitted a brief to which he has referred in his report.

In this connection we call your attention to the uniform bill of lading which has been adopted by the transportation lines composing the Trunk Line Association, New England Association, Central Freight Association and the Association of Lake Lines, to go into effect not later than October 1st, 1904. A copy of the bill of lading is annexed and as its conditions do not appear to guarantee the rights of the owner of the property, it is recommended that it be referred to your commissioner for such action as he may consider advisable for protection of the interests of the members of this Association.

The bill introduced by Senator McCumber in the United States Senate, providing for government inspection of grain, has made little progress and still remains upon the Senate Calendar with little probability of becoming a law. Senator McCumber has delivered his speech upon this measure, which was full of sympathetic regard for the farmer, and denunciation of all other interests connected with the grain trade, although at the same time suggesting nothing for the real advancement of the agricultural interests, therefore his argument is open to the suspicion of being a special plea for popularity with his constituents rather than a work of labor in behalf of the general interests of his country or his state.

In this connection we refer to a meeting held in the rooms of the New York Produce Exchange, January 6th, 1904, at which were present representatives from eighteen cities, also several state organizations. This meeting passed strong resolutions against governmental interference with the inspection of grain, and the resolutions were forwarded to members of Congress and others. The resolutions passed by your convention at Minneapolis last October, opposing national inspection of grain were used by the committee appointed to draft resolutions, as the basis of their report, and which was adopted unanimously. While your Association was not officially represented at this meeting, two members of this committee, Geo. F. Reed, representing the Boston Chamber of Commerce, and Charles England, representing the Baltimore Chamber of Commerce, were present, and with James F. Parker, of the New York Produce Exchange, constituted the Committee on Resolutions.

The appointment of a commissioner at Washington to represent this Association and to watch legislation affecting your interests, relieves the Legislative Committee of some of its heretofore responsibilities. While this change is very beneficial to the Association, it by no means makes it less necessary for the committee to give all matters of legislation its attention, and by co-operation with the commissioner it can render him valuable assistance and the Association receive greater benefit thereby.

Respectfully submitted,

CHARLES ENGLAND,
JNO. B. DAISH,
DANIEL P. BYRNE,

Committee.

Mr. England: Mr. President, as stated in the report, we have annexed a copy of the uniform bill of lading and also the circular which has been sent out by the uniform bill of lading committee of which Mr. Frank J. Hirth is chairman. A motion has been made to-day on the appointing of a committee to take this matter up in Chicago. If the members would take up this bill of lading and examine it, I think they would be astonished to find the purport of it. The Secretary made a report, touching upon the liability of railroads in handling the property of people and seems to indicate that there is a redress at law, but if this bill of lading becomes operative on the first of October, as proposed, it will become a contract between the owner and the carrier of the property, which cannot be upset by legal action. In the first place the bill of lading is stamped "Not negotiable." It is required to be signed not only by the agent of the transportation lines, but by the shipper. The shipper becomes a party to the contract, not only for rate of freight, but also to all the conditions

which are printed on the back of the bill of lading. There are eleven conditions, but there is not one in which any guarantee of the rights of the owner of the property is suggested. Every one of them prescribes some limit to the responsibility of the carrier, and I suggest, Mr. President, that it is a matter of great importance to this Association, and there is no work too earnest to apply to this matter. (Applause.)

The President: Gentlemen, you have heard the report of the chairman of the Committee on Legislation. What shall be done?

Moved and seconded that it be adopted. Motion carried.

Mr. McCaull: I move you that the incoming Committee on Transportation have printed the address of Mr. Bacon and such salient features as they may select, from Mr. England's report, and distributed generally to the members of this Association and affiliated associations.

The motion being duly seconded, was carried.

The President: We will hear the report of the Committee on Resolutions, Mr. D. Hunter of Iowa, Chairman. I take pleasure, gentlemen, in introducing to you Mr. D. Hunter of Iowa.

Mr. Hunter: Mr. President and Gentlemen: Your chairman, Mr. I. P. Rumsey of Chicago is in rather pleasant business this afternoon; more so than he would be here. I think; he is attending a wedding and he has deputized me to offer you the resolutions. Reads:

Resolutions.

Death has been active in our midst since our last annual meeting, and we miss the following active members:

F. Krause, of F. Krause & Co., Milwaukee, died Oct. 25, 1903.

J. Parker Gale, of Gate Bros., Cincinnati, died Nov. 29, 1903.

Col. C. T. Prouty, Secretary Oklahoma Grain Dealers' Association, died Dec. 11, 1903.

Chas. B. Nash, of Nash-Wright Co., Chicago, died Dec. 30, 1903.

Dan E. Richardson, of Richardson & Co., Chicago, died Dec. 24, 1903.

Herman F. Yeager, of E. Seckel & Co., Chicago, died Feb. 23, 1904.

Chas. Counselman, of Chas. Counselman & Co., Chicago, died March 29, 1904.

Frank Baker, of Hall-Baker Grain Co., Kansas City, died June 10, 1904.

Resolved, By this Association, that we deeply regret their departure and extend to their families our sincere sympathy, and that their names be inscribed on a page on the records of our Association.

UNIFORM INSPECTION OF GRAIN.

WHEREAS, A bill was introduced in the United States Senate at last session, providing for a system of grain inspection, the same to be under the direction and control of the Department of Agriculture, and

WHEREAS, A convention of representatives from the grain trade organizations of the United States, held in New York on the 6th day of January, 1904, resolutions were adopted expressing in a very emphatic manner their opposition to any proposition whereby the grading of grain should be placed under the political branch of government; and this Association, at its last meeting, held at Minneapolis, having placed itself on record in opposition to the proposed legislation, it still believes that the grain trade organizations of the United States, under proper regulations, are fully able to take care of and protect the grain trade interests; and

WHEREAS, The Chief Grain Inspectors' National Association, endorsed by the Grain Dealers' National Association, have by resolution and otherwise formulated plans whereby the phraseology of the grades of grain shall be made more uniform at and between the several markets, it is

Resolved, That the Grain Dealers' National Association, in convention assembled at Milwaukee, Wisconsin, on this 23d day of June, 1904, endorses the action of the convention of grain trade organizations, held in New York, and recommends to the several exchanges, boards of trade and warehouse commissions, controlling the inspection departments, the adoption of the rules that have been submitted to the trade by the committee appointed at the meeting noted; and further

Resolved, That it is the sense of this Association that the recommendations are the

preliminary steps towards placing the grain inspection of this country on such a foundation that will be entirely acceptable to the producers of grain in this country, as well as restore confidence with the foreign buyers of the surplus of our output.

CIVIL SERVICE.

WHEREAS, The business advantages of civil service methods are now generally recognized, and

WHEREAS, Its members are vitally concerned in correcting present abuses in grain inspection, and in extending the merit system to every state and Board of Trade Department,

Resolved, That the National Grain Dealers' Association endorse this system and urge its adoption in the inspection of grain, whether under state or Board of Trade control, and that the officers of the Association be instructed to influence in every legitimate way the various Boards of Trade of the country to adopt the system.

Resolved, That all men interested in grain or good government, be urged through members of this Association to attend primaries and work and vote for candidates for Congress who favor civil service reform.

Resolved, That a copy of these resolutions be sent to each member of Congress and governor of each state, and to every Board of Trade not located in a state where inspection is under state control.

INTERSTATE COMMERCE.

Resolved, That the National Grain Dealers' Association, in convention assembled at Milwaukee, Wis., on the 23d day of June, 1904, hereby reiterates the action taken at its last annual convention petitioning Congress to enact legislation to give greater effectiveness to the Interstate Commerce Act, investing the commission with authority to determine what change shall be made in a rate or practice found to be discriminative or unreasonable, and making such determination operative and obligatory upon the carriers concerned within thirty days after notice thereof, so to continue until overruled by the courts, and the Association does hereby renew its petition and respectfully urges upon Congress the enactment of such legislation at its coming session.

Resolved, That it is the sense of this convention that the bill pending in the present Congress known as the Quarles-Cooper Bill, designated in the Senate as S 2439, and in the House as H. R. 6273, is calculated to remedy the defects of the present law, and we respectfully request Senators and Representatives from the states and districts represented in this convention to exert their influence to the utmost in every proper way to secure its speedy passage.

Resolved, That copies of the foregoing resolutions be transmitted by the Secretary, upon the reassembling of Congress, to the President of the Senate and the Speaker of the House, to the Chairman of the Interstate Commerce Committee of the respective houses, and also to each individual member of Congress.

SEEDS.

WHEREAS, Seed houses do a large business in the sale of seed grains, and thereby may materially affect the general standard of the crops of grain thus produced, either for better or worse; and

WHEREAS, It is known that seed thus sold by seed houses does not always possess the merit of type and breeding sufficient to meet the expectations of the purchaser, and in fact often does not tend to raise the standard of the general crops produced. For example, it has been too common a practice for seedsmen to purchase ordinary corn from farmers' cribs and sell the same under special brands, when in fact it possessed no special merit whatever, with respect to type and breeding, and the same is true in regard to other grains; therefore

Resolved, That the Grain Dealers' National Association, in convention assembled at Milwaukee, this 23d day of June, 1904, does hereby urgently request all firms engaged in the selling of seed grain to adopt a line of business policy that will result in giving more attention to the questions of type, breeding and adaptability, and thereby assist in improving the quality and yield of grains; also

Resolved, That the Secretary be instructed to send a copy of this resolution to all the principal firms engaged in the business of selling seed grains in the grain producing states, and also to all the leading agricultural papers of the country.

WORK OF AGRICULTURAL COLLEGES.

WHEREAS, It has been demonstrated by actual experiments that the grain crops of this country have already been greatly improved, and the yields increased by the scientific and practical efforts of our agricultural colleges and experimental stations; and

WHEREAS, Such institutions and the faculty connected therewith do not receive the

financial support to which they are justly entitled; be it

Resolved, That the National Association of Grain Dealers, in convention assembled in the City of Milwaukee, in June, 1904, does hereby declare itself as unquestionably endorsing the work and expressing its full appreciation thereof; and be it further

Resolved, That the National Association and the various state associations and the individual members shall at all times do all in their power to encourage and promote, directly and indirectly, by financial aid and individual efforts the great work to which these institutions and the individuals connected therewith are committed.

DEPARTMENT OF AGRICULTURE.

WHEREAS, It has been demonstrated by practical results that the Department of Agriculture, under the supervision of Secretary Wilson, has become a most potent factor in increasing the yields of grain and in the general improvement in farming throughout the United States; be it

Resolved, By the Grain Dealers' National Association, in convention assembled in the City of Milwaukee, in June, 1904, that said Department of Agriculture receive the hearty endorsement of this Association; and be it further

Resolved, That the Grain Dealers' National Association, all state associations and grain dealers as individuals, should put forth every effort to encourage and support this department, believing that such efforts will greatly benefit the public at large.

POOR FARMS.

WHEREAS, County farms, more generally known as "Poor Farms," have always been a burden of expense to the counties in which they are located; and

WHEREAS, It has been demonstrated that these same farms can be converted into practical institutions for experimental work in farming and crop breeding; be it

Resolved, That the Grain Dealers' National Association, in convention assembled in the City of Milwaukee, in June, 1904, does hereby recommend that this Association and the various state associations assist by all proper means in promoting this great work upon all the county farms throughout the United States.

GRAIN JUDGING CONTEST.

WHEREAS, Emulation and friendly rivalry is conducive of good results in farming as well as in other lines of work; and

WHEREAS, The grain and live stock interests of this country are closely related; be it

Resolved, That this National Association of Grain Dealers heartily endorses and strongly recommends the inauguration of a grain judging contest in connection with the National Live Stock Exposition, to be held in Chicago in December, 1904, and that proper committees shall be appointed by the incoming President of this Association, to arrange the details and have charge of such contest, and that if such contest proves of practical value it shall become an annual occurrence.

Amended upon request of J. L. McCaull to provide that such exhibit shall be styled the Grain Dealers' National Exposition.

WHEREAS, The welcome expressed to the members and guests of the Grain Dealers' National Association on behalf of the City of Milwaukee by her Mayor, the Hon. David S. Rose, was without qualification in its heartiness and good cheer; and

WHEREAS, The hospitality extended to the Association by the Milwaukee Chamber of Commerce and citizens of the Cream City has been most lavish and genuine and the delicate and special attention shown the visiting ladies has added much charm to the occasion; and

WHEREAS, The stirring address of Mr. Guy Goff has imbued our members with a new and stronger inspiration for commercial integrity by its clear and unequivocal statement of principles which form the foundation of any successful superstructure of our business enterprises; and

WHEREAS, All features of the entertainment of this Association have been carried with that generous quality born of good will so characteristic of this beautiful city and her weather man; therefore be it

Resolved, That the Grain Dealers' National Association, here assembled in Milwaukee, these 22d, 23d and 24th days of June, 1904, do hereby extend to the Mayor and those associated with him, the ladies of the Reception and Entertainment Committee, the members of the Milwaukee Chamber of Commerce and the speakers who have so delightfully addressed and entertained us, the heartiest expression of appreciation on behalf of its members and guests; and

Resolved, That this resolution be spread upon the records of this Association, and a copy of same be handed to the chairman of the committee having in charge the plans for our pleasure and comfort.

Respectfully submitted by your Committee on Resolutions.

L. P. RUMSEY,
D. HUNTER,
LEWIS J. LEDERER.

The President: I think this last resolution should have more than passing recognition and I would desire that we have an expression upon this in the way of a standing vote. I would like for some of the delegates to make a motion to that effect.

Mr. McCaull: I move you that the resolution referred to receive the approval of this association, by a rising vote.

The President: It is moved and seconded that a vote of thanks to the Milwaukee people and everybody connected with this convention who has added to its pleasures, be expressed by a rising vote. Are you ready for the question?

The President: All in favor of the same will rise and give Hip, hip, hooray for Milwaukee three times.

Motion carried by a rising vote and hooray three times.

The President: As to the balance or the resolutions as read by the chairman of the Committee on Resolutions, what shall be done with them?

Upon motion all were adopted.

The President: We have with us today Mr. Knappen of Minneapolis, who will give us about ten minutes in an address and then we will have the report of the Nominating Committee.

I take pleasure in introducing Mr. A. K. Knappen, Secretary of the Western Canadian Bureau.

President Grimes: We will now have the report of the Auditing Committee by Mr. Timberlake of Chicago.

Mr. Timberlake made the following report for the Auditing Committee: The Committee on Auditing the books of the Ass'n Secretary and Treasurer beg leave to report that the work has been properly done and find that the report of the cash on hand \$122.50 as made by the Sec'y-Treasurer is the correct amount of cash on hand, closing the nine months from October 1, 1903 to June 20, 1904.

Upon motion the report was adopted.

The President: Before hearing the report of the Nominating Committee will say that the directors will be chosen by the different Ass'ns, each Ass'n naming whom they desire to select from their Ass'n. After hearing the report of the Nominating Committee and the officers are chosen, we will ask for reports for directors from the different Ass'ns.

Chairman Snyder of the Nominating Committee reported as follows: Your committee on Nominations beg leave to report that after a number of unsuccessful ballots they are unable to make a unanimous report for the candidate for president of this Ass'n. We therefore place before you for the position of President, of this Ass'n, Mr. A. E. Reynolds of Indiana and Mr. R. B. Schneider of Nebraska, each having received a like number of votes at the hands of the committee. For first Vice-President, Mr. L. Cortelyou of Kansas: For Second Vice-President, Mr. Dan'l P. Byrne of St. Louis; for Director-at-Large M. Henry L. Goeman of Toledo.

President Grimes: You have heard the report of the committee on Nominations. The only contest is for the office of president. It will be necessary in that event for the convention to take a vote upon the presidency. If there are no further nominations it is the will of the convention to have the Secretary cast the vote for the

candidates who have no opposition. If there are no further nominations, we will of course have to proceed in there regular order of balloting.

E. J. Smiley: I move that the meeting adjourn until 9:30 tomorrow morning.

The motion was seconded and lost.

Mr. Reynolds: Mr. President and gentlemen of the Convention. A very old and very wise saying is that prudence is the better part of valor and I am sure it would not be prudent for me or any one else who has the interest of this Ass'n, at heart to precipitate a fight that might be avoided. I am sure I would not allow the election to go here if I knew before hand there would be engendered such animosity as might in the end disrupt this Ass'n. I am sure it would not be prudent of me to say that any state Ass'n, or affiliated Ass'n, would withdraw from this Ass'n on account of any defeat, that might fall on them at the hands of the voters of this organization. I am sorry that such expressions have been put forth in this convention. I am gratified to state that such expressions have not come from my state or my friends. Since these matters would not be prudent I am sure it would not be valiant of me to continue a fight that might cause injury to this Ass'n, or that might cause wounds that could not be healed on this side of the river or beyond.

For this reason gentlemen I might be accused of getting out of the fight while the prize is in sight. Being from Indiana you know we never lay down the gauntlet until we fight it to the bitter end. I would not do it now but I want to say that every question that arises for the interest of this Ass'n, Indiana will do her part to carry forward everything to the interest of this Ass'n notwithstanding that some may accuse us of interested motives in the contest we have waged.

In view of these facts gentlemen I withdraw from this race, doing it in the interest of this Ass'n. In doing so I wish to thank all my friends from Indiana for their support and for the grand support I have had from Baltimore, from Ohio, from Buffalo, from Toledo and St. Louis and Chicago and elsewhere. I do it gentlemen because I feel that there are persons in this organization that feel that the best interests of this Ass'n will be served by allowing Mr. Schneider with whom I am unacquainted to become President. He cannot but be a man eminently qualified. If he can cement the differences that exist in the different organizations forming this Ass'n, I would be disloyal as a member of the National Ass'n, if I stood in the way.

Gentlemen and friends who have stood by me, I thank you. I most sincerely thank you. It has been a great honor to be mentioned as a candidate for the office of president of this Ass'n, as a possible or even a probable candidate for president of this Ass'n. Gentlemen you have the best wishes of Indiana and I hope you will allow me to withdraw and give to Indiana the honor and credit of doing it for the benefit of the National Ass'n.

Mr. Hubbard: It certainly affords me pleasure to listen to the remarks of the Gentleman who has just spoken. I move that the vote of thanks of this Ass'n be extended to the gentleman from Indiana for his kind and courteous withdrawal.

The motion was seconded and carried unanimously by a rising vote.

The convention then instructed the Secretary to cast the unanimous vote R. B. Schneider for President and for the candidates named by the Nominating Committee for First Vice-President, Second Vice-President and Director-at-Large.

The following directors were chosen from the different state Ass'ns: Ohio, H. S. Grimes; Indiana, A. E. Reynolds; Illinois, S. S. Tanner; Iowa, Jay A. King; Grain Dealers Union, D. Threder; Kansas, W. S. Washer; South Minnesota and South Dakota Ass'n, A. F. Brenner; Oklahoma and I. T., J. C. Robb; Mich., W. E. Sheldon; Wis., T. E. Torrison; N. D., M. F. Swanson; Buffalo Ass'n, T. J. Stofer; New England Ass'n, Geo. F. Reed.

Mr. McCaull: In view of the fact that we have elected a new set of officers I move you that a vote of thanks for the very able and efficient manner in which our retiring president has conducted the duties of his office. I am of the opinion that no man can accept the office of president of this Ass'n. or any other Ass'n, without great personal sacrifice, and it is only due to Mr. Grimes that we express a vote of thanks.

The motion was carried unanimously amid cries of "Grimes" "What if the matter with Grimes," "He's all right."

Mr. Grimes: I appreciate your kindness in thanking me for doing what I have considered my duty. We will now hear from the different Ass'ns as to the time they desire to hold the next annual meeting of this Ass'n to give the directors something to work on.

A. E. Reynolds: Mr. President, as a director from Indiana I think we are not ready yet to report as to the time we are in favor of holding the next meeting. At the time it was decided to hold this meeting in June Indiana was not in favor of it but now some things may have arisen in this meeting which may be brought out later which will cause a change of opinion. I move you Mr. President that this matter be left over and the matter of the time for holding the next meeting be left to the directors.

The motion was seconded and carried.

The President introduced Mr. A. F. Leonhardt of New Orleans who invited the Ass'n to hold its next annual meeting in that city.

The advantages of New Orleans and Buffalo as a meeting place were presented in lengthy talks.

An expression of opinion as to the sense of the convention as to the place of holding the next meeting was asked by C. D. Jones, who made a motion to the effect that it is the sense of the convention that the next meeting place shall be New Orleans, which motion was seconded.

Vice President Snyder: All in favor of New Orleans will give their assent by saying aye.

Vice-President: Buffalo has been named as well as New Orleans. It might be well to have an expression on that place also. Remember this is not binding in any way. I will, therefore, ask for an expression of opinion. All in favor of Buffalo will give their assent by saying aye, and contrary no.

The vote was declared by Vice-President Snyder about even.

Mr. McCaull: In view of the fact that the committee on grain improvements found the committee was rather small, it is thought best to ask that the committee be increased from three to six. I, therefore move that the incoming president appoint six on the Grain Improvement Committee.

Vice-President: I will call attention to that.

There being nothing further before the convention it was declared adjourned by Vice-President Snyder, subject to call on Friday.

DANIEL P. BYRNE & CO.

Successors to Redmond Cleary Commission Co.
Established 1854 Incorporated 1887

Chamber of Commerce, ST. LOUIS, MO.

Handlers of

Grain and Hay

EXCLUSIVELY ON COMMISSION

Twenty-Four Years Experience

Competent Salesmen, Quick Sales

PROMPT RETURNS

Liberal Advances on Consignments

Close Attention to the Interests of Shippers

We - Solicit - Your - Shipments

C. G. EGLY BERNE, INDIANA

Representing

BERNE GRAIN AND HAY CO.

Berne, La Grange, Huntertown and Geneva, Ind.

WITMER GRAIN CO.

Grabill, Ind.

IS AT THIS MEETING

Members of the National Grain, Hay and Coal Associations.

Grabill, Ind., on Wabash R. R.

Berne and Geneva, Ind., on G. R. & I. R. R.

G. A. HAX & CO.

GRAIN

& A
Y

COMMISSION

Established 1882.

G. A. HAX.

J. B. WM. HAX.

BALTIMORE, MD.

Write for my

"Grain Trade Talks"

Edward G. Heeman

GRAIN AND PROVISIONS,

STOCKS, BONDS, COTTON AND COFFEE.

199 LaSalle St., Ground Floor, Home Insurance Bldg.

Member Chicago Board of Trade.

CHICAGO

COMMISSION MERCHANT ONLY.

Doing no trading whatever on my own account, which enables me to judge the market from an unbiased standpoint.

All business transacted through and confirmed by Chas. W. Gillett & Co.

Consignments of cash grain and orders in futures have my personal attention.

My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post and Chicago Journal. Will send either paper free to customers.

Yesterday's Arrival.

Among yesterday's arrivals were the following:

SOUTH DAKOTA: Adam Royhe and wife, Arlington; John Larkin, Madison; A. G. Booher, Armour.

OHIO: M. F. Crissman and wife, Manchester.

NEBRASKA: C. G. Crittenden, Lincoln.

ALABAMA: G. M. Willis, Mobile.

NEW ORLEANS: John C. Fears.

BALTIMORE: Alfred Schaefer.

MICHIGAN: A. F. Wallbrecht, Central Lake.

MINNESOTA: J. A. Pease, Minneapolis; J. J. Donahue, Winona; J. L. McCaull, Phil S. Reed, Geo. Witcraft.

WISCONSIN: A. T. Sanders, Fisk; John S. Blakely, Union Grove; J. W. Green, Middleton; Peter Lauer, Lomira; J. P. Dousman, De Pue; C. Nummerdor, Waupun; Wm. Sink and wife, Markesan; T. E. Torrison, Manitowoc; C. H. Fintell, Genesee; L. Laun, Elkhorn; J. I. Brimmer, Waukesha; P. E. Mitby, Cashton; Frank Dignitz, Adell.

INDIANA: R. J. and B. F. Greenhow, Vincennes; W. S. Gilbreath, Indianapolis; E. Hutchinson, Arlington; T. O. Stanley, Lyons Station; C. E. Nichols, Lowell; A. E. Malsbary, Francesville; Mrs. S. B. Sampson.

IOWA: J. N. Gilchrist, McGregor; L. J. Mighell, Lake City; W. F. Shaw, Colo.

BUFFALO: F. Howard Mason, C. P. Wolverton.

CHICAGO: W. B. Bogert, J. F. Kendall, Geo. B. Powell, W. H. Moorhead and wife, Jas. R. Dalton, J. J. Fones, W. N. Eckhardt, E. W. Wagner, Frank M. Baker, J. H. Donnelly, W. H. Perrine, W. W. Shaw, W. C. Ervin, Jas. A. Fitzsimmons, Earl Fisher, Geo. K. Carhart, R. W. Carder and wife.

ILLINOIS: R. G. Risser and wife, Kankakee; H. I. Baldwin, Decatur; F. L. Ream, Lostout; M. C. Hughes, Washington; C. V. Barr, Plainfield; B. S. Williams, Sheffield; E. Hutchinson, Sibley;

O. G. Smith, Sheldon; Ed Burt, Shannon; C. N. Mullin, Seymour.

MACHINERY MEN: W. J. Scott, Invincible Grain Cleaner Co.; T. F. Reid, Borden & Selleck Co.; William H. Kaiser, Weller Mfg. Co.; J. W. H. Higbee and F. J. Luger, Fairbanks, Morse & Co.; J. C. and G. T. Burrell, Burrell Eng. & Const. Co.; G. A. Wild, Johnson & Field Mfg. Co.



O. Z. BARTLETT, Pres't.

B. G. ELLSWORTH, Vice-Pres't.

H. H. PETERSON, Sec'y.

L. BARTLETT & SON CO.

GRAIN

COMMISSION MERCHANTS.

BRANCH HOUSES,
CHICAGO, MINNEAPOLIS
& ST. LOUIS.

ROOM 23
CHAMBER OF COMMERCE
BUILDING.

...MILWAUKEE...

W. M. BELL & COMPANY

45 CHAMBER OF COMMERCE

Extend a cordial invitation to delegates and visitors to make use of their office and its conveniences while in the city.



JUNEAU PARK, MILWAUKEE

WM. R. HAMMOND,

JNO. W. SNYDER,

HAMMOND & SNYDER

GRAIN

Receivers and Exporters.

CONSIGNMENTS SOLICITED.

Baltimore, Md.

The WILLIAM HOPPS GRAIN & HAY CO.

Distributors

Grain, Hay and Feed Stuffs

OUR SPECIALTY

Hay and Ear Corn

524 and 528 E. Monument Street, BALTIMORE, MD.

Thos. H. Botts & Co.

Commission Merchants
GRAIN, SEEDS, FLOUR

Liberal Advances
Made on Consignments.

11 E Saratoga St., 3rd Floor,
BALTIMORE, MD.

Chas. England & Co.

Commission
Merchants

GRAIN HAY SEEDS

9 East Pleasant St., Baltimore, Md.

GRAIN ELEVATORS

AND CONTENTS

Insured at Grain Dealers' Exchange
by Elevator Underwriters at - -

ACTUAL COST

with a minimum expense. The most prominent people in the trade are subscribers. Elevator operators of commercial integrity, with acceptable risks, are eligible. Arrange now for insurance for the coming season. Write for information.

U. S. EPPERSON.

Attorney and Manager,

407-408-409 Kemper Building, KANSAS CITY, MO.

J. J. COON,
GRAIN, SEEDS AND FEED,
CASH OR FUTURES.

61 PRODUCE EXCHANGE,

TOLEDO, O.

Consignments Solicited. Ask for our Daily Bids.

GOEMANN GRAIN CO.

TOLEDO, OHIO

BUYERS RYE AND OATS

**W. W.
 ALDER**

Consign Your Grain
 to a Strictly

**Commission
 Merchant**

OUR SPECIALTIES:

Quick Returns and Careful
 Guarding of Our Shippers'
 Interests.

Correspondence
 Invited.

Write for Buffalo Market
 Letter.

83 Board of Trade
BUFFALO, N. Y.

J. F.

ZAHM & CO.
 OF

TOLEDO, OHIO

handle grain and seeds for regular dealers (but not
 for scoopers and farmers.)

ESTABLISHED
 1879

Ask for our Daily Red Letter—Free
 OUR MR. MAYER IS AT THE CONVENTION.

J. F. ZAHM
 F. W. JAEGER
 FRED MAYER

C. B. McCABE,
 No. 47 Produce Exchange,
 Toledo, O.

Says: "My notice of a year
 ago in Daily Grain Dealers Jour-
 nal that I would do the consignor
 good on grain and seeds shipped
 me has proven true. I am still
 here for consignments, and make
 no card bids—but do not forget
 you will get the highest price ob-
 tainable on all favors entrusted
 to me."

The Raymond P. Lipe Co.

**HAY, STRAW
 GRAIN
 MILL FEED**

Transfer Houses on the L. S. &
 M. S. & Toledo Terminal Ry.

RAYMOND P. LIPE, President.
 W. E. TOMPKINS, Secretary.

IF YOU WANT...

To Buy Milling Wheat or
 other Grain Communicate with

Benton Grain Co.
KANSAS CITY, MO.

Careful and Prompt Attention Given all orders.

B. J. BURNS

H. T. BURNS

**BURNS BROTHERS
 GRAIN**

We solicit your consignments

MEMBERS, BUFFALO CHAMBER OF COMMERCE. THE CORN EXCHANGE
 OF BUFFALO. NEW YORK PRODUCE EXCHANGE. GRAIN
 DEALERS NATIONAL ASSOCIATION.

43 AND 44 CHAMBER OF COMMERCE

BUFFALO, N. Y.

The H. L. STRONG GRAIN Co.

Capital Stock \$25,000.00 Fully Paid

ALL KINDS OF GRAIN.

Kansas Hard Wheat —A—
specialty

Operate 30 country buying stations
 in Kansas and Indian Territory

Main Office Board of Trade

KANSAS CITY, MO.

SCALES

The Improved Gaston

A SAMPLE ORDER GUARANTEES A
REGULAR CUSTOMER. WRITE FOR
CATALOG AND PRICES. : : :

The N. B. Gaston's Sons Co.
BELOIT, WIS.

INSURANCE AT ACTUAL COST

For nearly SEVEN years the
cost for Insurance in the GRAIN
SHIPPERS MUTUAL FIRE
INSURANCE ASSOCIATION
has never exceeded THREE-
FOURTHS of the rate.

If Our Agent Does Not Call, Write to

F. D. BABCOCK, Sec'y., IDA GROVE, IA.

Losses paid \$125,000

Risks in force, \$5,900,000

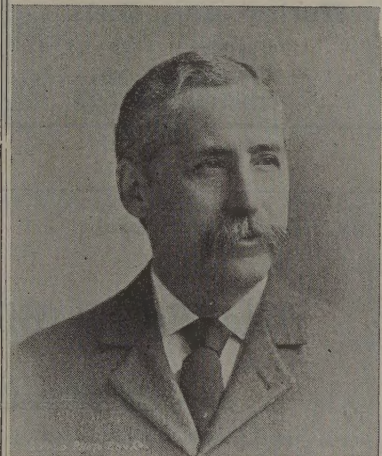


EASY TO HANDLE

*Willford's Light-running
Three-roller Mills*

Are not only easy to handle, but grind the most
feed for power consumed of any feed grinder
made. Send for circulars and prices.

*Willford Manufacturing
Co., 303 So. Third St., MINNEAPOLIS, MINN.*

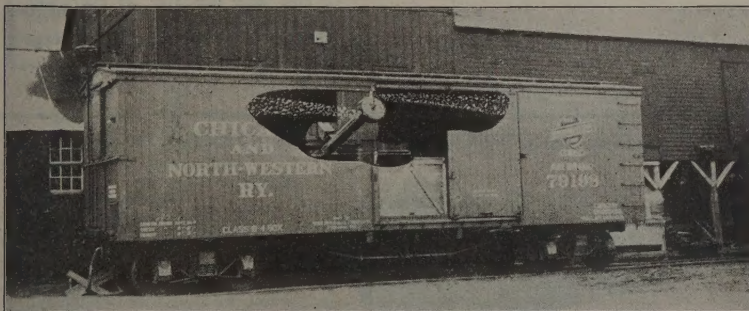


COL. E. L. ROGERS.

E. L. ROGERS & CO.

Commission Merchants.
Grain, Feed, Hay, Straw, Etc.
PHILADELPHIA, PA.

Are represented at the Annual Meeting of
the Grain Dealers National Association by
Mr. E. L. Rogers. He will be glad to meet
you.



Car Being Loaded with a Screw Conveyor Car Loader.

HORTONVILLE, WIS., Sept. 19th, 1903.

IOWA GRAIN & MFG. CO., Odebolt, Iowa,

Gentlemen:—We have been using one of your Screw Conveyor Car Loaders for some time
and find that it works to perfection. It loads a car at both ends as well as at the center full to
the roof without shoveling and with it our two horse power Pierce Gasoline Engine can ear
1,000 bushels per hour. Loads from any one of our eight chutes conveniently. Can change
from one chute to another in one minute. The 3/4-in. cable drive you furnish for same does not
get out of alignment like belt and shafting, is easily attached to any line shaft and goes to any
number of chutes, and as a conveyor will force grain up grade to rotary it cars nicely from our
low down chutes. Have been in the Grain and Elevator business continuously for 34 years
and have never seen cars loaded cheaper, easier and better than with the Screw Conveyor Car
Loader.

W. W. SLYSTER,

MGR. NORTHERN GRAIN CO.

If in need of a car loader let us ship you one like the above on trial.

In like manner let us ship you a special car mover.

20th Century Grain Storage and Ear Corn Cribbing
Machinery a Specialty.

IOWA GRAIN AND MFG. CO.
ODEBOLT, IOWA

WRITE FOR OUR DAILY MARKET LETTER

J. H. WARE
E. F. LELAND
C. W. JEE
F. J. FAHEY

CONSIGN

YOUR GRAIN AND SEEDS AND
SEND YOUR ORDERS TO

WARE & LELAND

200-210 Rialto Building,
CHICAGO.

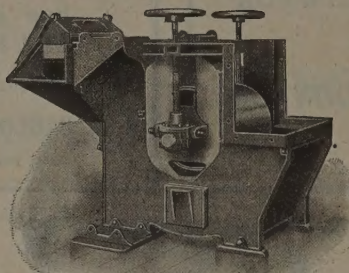
For GRAIN, PROVISIONS,
STOCKS AND
COTTON.

YOUR INTERESTS ARE OUR INTERESTS.

Specialties: GRAIN, FLOUR, FEED, HAY AND STRAW
ROBERT KRULL COMMISSION CO.
 (INCORPORATED)
Shipping and Commission Merchants
 Telephone Main 116 38 Chamber of Commerce, MILWAUKEE, WIS.

GEO. T. KING
 RICHMOND, VA.
 the leading
GRAIN BROKER
 Quote anything you have to offer.
 Accounts and correspondence solicited.

H. MUELLER, Pres. GEO. TOUGH, Secy
 ESTABLISHED 1886.
MUELLER & YOUNG GRAIN CO.
 Successors to
H. MUELLER & CO.
GRAIN MERCHANTS,
 Specialties:
Barley and Oats.
 Telephone H. 2795
 2 Sherman Street,
 CHICAGO.



16-inch pulley—16-inch face.
NON-CHOKING

POWER!

With fixed facilities a certain amount of power is required to elevate a given amount of grain. With the ordinary boot, it takes twice as long to elevate the same amount of grain, as with the

Hall Non-Chokable Boot

Hence, your facilities make twice as many revolutions, one-half of which is wasting power driving idle machinery, or tugging at a choke. It costs nothing to investigate.

SENT ON TRIAL.

Send for Catalogue "D" **HALL DISTRIBUTOR CO.** 222 First Nat. Bank Bldg.
 Omaha, Neb.

WM. S. GILBREATH, Pres. and Mgr.

Telephone Main 4120

The Wm. S. Gilbreath Seed Co.

Wholesale Seed Merchants

368 S. Meridian Street :: :: Indianapolis, Indiana

GRAIN MEN
 LOOKING FOR A

Fine Location For an Elevator

Address B. THOMAS, Pres't
The Belt Ry. Co. of Chicago
 Room 14 Dearborn Station, Chicago

Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER,
 by E. W. Longanecker, M. D., Price, \$1.00.

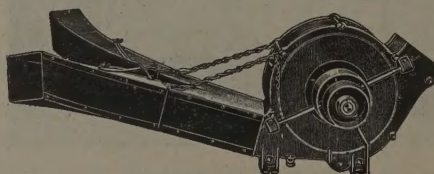
THE GAS AND GASOLINE ENGINE,
 by Norman & Hubbard, Price, \$1.00.

THE GAS ENGINE HANDBOOK,
 by E. W. Roberts, Price, \$1.50.

For any of the above address,

Grain Dealers Co.,
 255 La Salle St. Chicago, Ill.

DOES EVERYTHING CLAIMED.



Springfield, Ill., June 29, 1901

MAROA MFG. CO.,
 Maroa, Ill.

Dear Sirs:—Yours of the 28th to hand and regarding your car loaders, we have four of these in use and are well pleased with them. We think they do everything claimed and much better than other kinds which we have tried previously.

Yours very truly,

E. R. ULRICH & SONS.

These people have purchased eight more of our Boss Car loaders, making twelve in all and showing that they still think as well of the machine as they did when the above letter was written. We make the loaders in five sizes and send them on trial where they are not known. Watch our space in the regular issues of the Journal as we publish letters from all parts of the country and covering all kinds of grain.

MAROA MFG. CO., Maroa, Ill.

CARDS

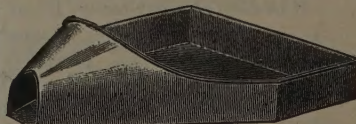
printed quickly.

Give order to any representative of the

GRAIN DEALERS JOURNAL

Grain Sample Pan

For Examining Samples of Grain and Seeds



Made of Aluminum. The lightest pan made, will not Rust or Tarnish, always stays bright.
 Grain Size, 2 1/4 x 12 x 1 1/4 ins. \$1.25
 Seed Size, 1 1/2 x 9 x 1 1/4 ins. \$1.00
Grain Dealers Co., 255 La Salle St., Chicago, Ill.

McCray, Morrison & Co.

WHOLESALE GRAIN DEALERS

Track Buying a Specialty

Elevator Capacity, 300,000 Bushels
Handling Capacity, 50 Cars Daily

We Respectfully Solicit Correspondence
Address

KENTLAND, INDIANA

ELEVATORS
KENTLAND, REMINGTON, WOLCOTT
PERKINS, EFFNER

L. BUEGE & CO.

BUILD

Good Elevators

MODERN IDEAS
PROMPT SERVICE

Write us for Plans and Estimates.

312 Corn Exchange - Minneapolis

H. L. HALLIDAY MILLING COMPANY

WHEAT CORN AND OATS

CAIRO, ILLINOIS

Elevator Capacity, 500,000 Bushels

Rosenbaum Brothers

COMMISSION MERCHANTS

Grain Seeds Provisions

77 BOARD OF TRADE

CHICAGO

Orders for Futures Carefully Filled

Correspondence Solicited

NOTICE.

Headquarters at Convention

Rooms 248-249 PLANKINTON HOTEL

Reliability

Unbiased Judgment

Modern Methods

Sure Returns

Earnest Effort

Yours for the asking



Corn

Oats

Milling and Low Grade Wheat

Provisions

All Seeds and Mill Stuffs

Notify us of

Your wishes in

Consignments of

Cash Grain or Futures

97 Board of Trade, Chicago

The problem with a great many
young men is

How to make a little Dust on the Side?

The Elevator man however faces
the proposition from another
standpoint and wants to know
how to dispose of the dust etc.
accumulating in the Elevator.
Let me suggest that you install
Day's Dust Collectors. Descrip-
tive booklet and prices on appli-
cation.

H. L. DAY,

1118-26 YALE PLACE,

Minneapolis, - Minn.

A Customer neglected is a customer
lost, and losing a customer is not
embodied in our policy.



SAM FINNEY

Grain Receiver and Shipper

58 Board of Trade

Chicago

is stopping at the Plankinton and
will be pleased to meet you.